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BETTER FRUIT

VOLUME XI

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NUMBER 3



Courtesy of Pearson-Ryan Company.

The Northwest is not only famous for its wonderful apples, strawberries and pears, but also for peaches, grapes, plums, prunes and other varieties of fruits.

BETTER FRUIT PUBLISHING COMPANY, PUBLISHERS, HOOD RIVER, OREGON

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Features**

Mitchell

**MID-YEAR
MODEL**

**73 New
Conceptions**

A Better Type of Car

The Result of 700 Improvements Made by John W. Bate

We ask you to see—for your own sake—a car vastly different from others. A car built by John W. Bate, the efficiency engineer, after 13 years of constant betterment.

We brought John W. Bate to the Mitchell plant to work out a lifetime car. And to build a plant and equip it so such a car could be built at the lowest cost.

He has built that plant—a model factory. It has cut our factory costs in two. And he has built the car. This Mid-Year Mitchell—his 17th model—shows the final result of his efforts. It shows the result of 700 improvements made since he started with us.

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The result is a car of wondrous endurance, a car of low upkeep, an almost trouble-proof car. It is the car which great engineers are buying. Your dealer will show you a list of them.

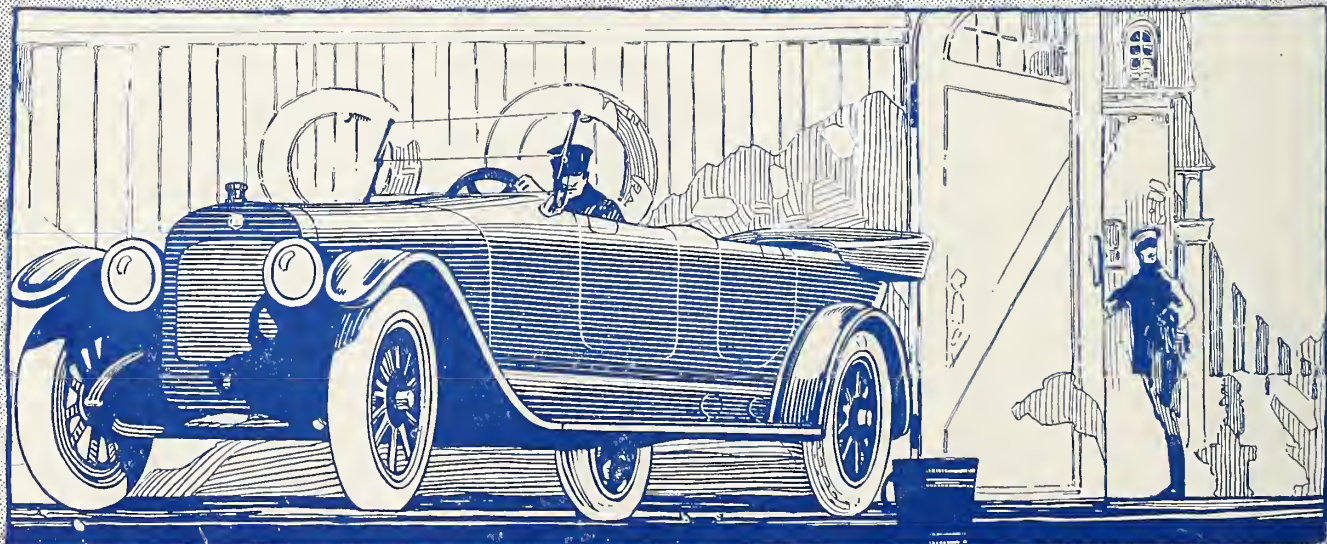
The extras alone—things other cars omit—will cost us this season over \$2,000,000.

Such a car at the Mitchell price would be impossible, save for our factory efficiency. About 98 per cent of this car is built in this plant, under Mr. Bate's efficiency methods. And all those savings go into extra value.

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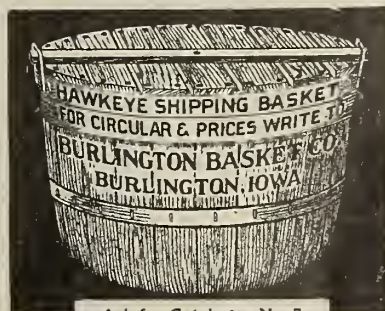
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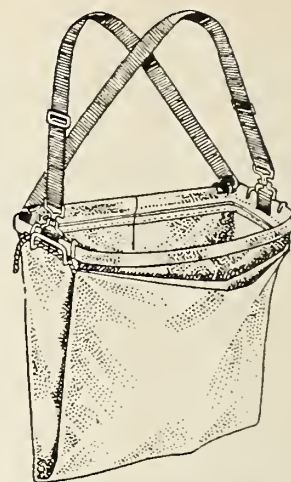


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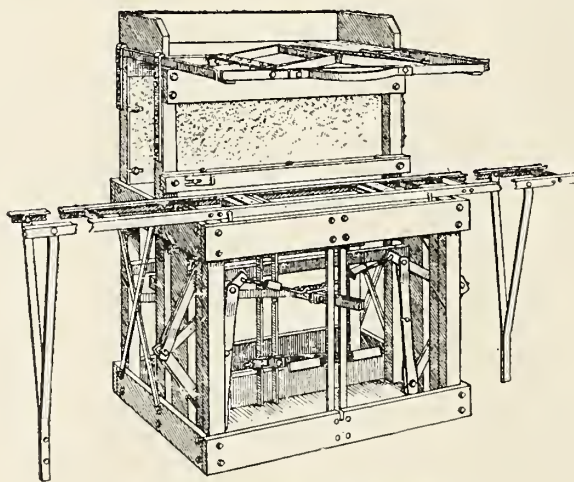
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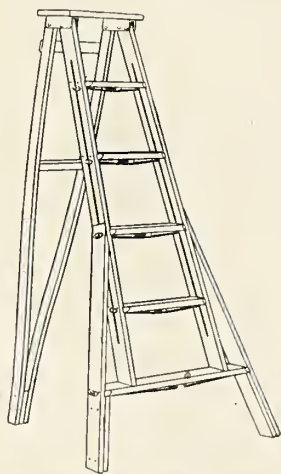
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Our complete catalog of orchard and packing house supplies should be in your hands. A postcard request will bring it.

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49 North Front Street, PORTLAND, OREGON

BETTER FRUIT

AN ILLUSTRATED MAGAZINE PUBLISHED MONTHLY IN THE INTEREST OF MODERN, PROGRESSIVE FRUIT GROWING AND MARKETING

Farm Loan Act—U.S. Department of Agriculture

Provides System for Lending Money on Farm Lands at Reasonable Interest for Relatively Long Periods—Amortization Plan for Easy Repayment Prescribed

THE Federal Farm Loan Act, popularly called the "Rural Credits Law," was signed by the President and became a law on July 17, 1916. The primary purpose of this act is to promote agricultural prosperity by enabling farmers to borrow money on farm-mortgage security at a reasonable rate of interest and for relatively long periods of time. To attain this object, two farm-mortgage systems are provided: (1) A system operating through regional land banks, and (2) a system operating through joint-stock land banks. To attract money to the farm-loan field, the act provides a method whereby those who have money to lend can find safe investments in the form of debentures or bonds, of small and large denominations, issued by the banks and based on the security of mortgages on farm lands. These two systems are to be under the general supervision of a Federal Farm Loan Board in the Treasury Department, composed of the Secretary of the Treasury, as chairman ex officio, and four members appointed by the President. This board has authority to appoint appraisers, examiners and registrars, who will be public officials.

The Federal Land-Bank System

Under the Federal land-bank system the act provides for Federal land banks which make loans, for the first twelve months, exclusively through local national farm-loan associations composed of borrowers. These associations shall be shareholders in the banks and in that way the members, who are borrowers, will share in the profits of the bank. The money for the loans is to come partly from the capital of the banks and partly from the sale by the banks of bonds secured by first mortgages on farm lands. The act defines strictly the purposes for, and the conditions under, which loans are to be made, and requires that the rate of interest charged on farm loans shall not exceed 6 per cent per annum.

Twelve Federal Land Banks

The United States shall be divided into twelve farm-loan districts, and a Federal land bank with a subscribed capital stock of not less than \$750,000, each share \$5, shall be established in each district. Each Federal land bank may establish branches in its districts. Within thirty days after the capital stock is offered for sale it may be purchased at par by anyone. Thereafter,

the stock remaining unsold shall be bought by the Secretary of the Treasury for the United States. It is provided, however, that the Government shall not receive any dividends on its stock. Ultimately, it is intended that all the stock in the banks shall be owned by the associations of borrowers, and provision therefore is made in the law for transferring the original stock at par to these associations.

Outline of Farm Loan Act

The Act provides for the creation of twelve Federal Land Banks and permits the establishment of any number of joint-stock land banks for the purpose of making loans at a reasonable rate of interest, for long periods of time, on farm lands.

A Federal Farm Loan Board has complete control over these banks.

(A) FEDERAL LAND BANKS.

Twelve Federal Land Banks are provided, one in each of twelve districts into which the country will be divided. These banks are empowered to lend on first mortgages on farm lands in amounts of \$100 to \$10,000 for approved purposes. The loans are to be made through farm loan associations and agents. No loan may be made for more than 50 per cent of the value of the land mortgaged and 20 per cent of the value of the permanent insured improvements upon it.

National Farm Loan Associations—local organizations composed exclusively of borrowers—are authorized. These associations must be stockholders in the land banks in proportion to the amount their members wish to borrow. Eventually all stock in the Federal Land Banks will be owned exclusively by these associations.

A reasonable interest rate is established. The Act prohibits the Federal Land Banks from charging more than 6 per cent on any mortgage, or requiring fees not approved by the Farm Loan Board.

The borrowers will share in the net profits of the bank because they are stockholders. It is contemplated that ultimately the borrowers will be the only stockholders.

Long term loans are provided by authorizing mortgages for periods of from five up to forty years.

Small annual or semi-annual payments on the principal are made a required feature of all mortgages.

(B) JOINT-STOCK LAND BANKS.

Joint-stock land banks are authorized. They are corporations for carrying on the business of lending on farm mortgage security and issuing farm loan bonds. They are to be under the supervision of the Farm Loan Board, but the Government will not invest in them. Subject to geographical limitations and subject to the 50 per cent and 20 per cent limitation, these banks can lend to an individual any amount they wish, and for any purpose. They cannot charge an interest rate exceeding 6 per cent and such rate must not exceed by more than 1 per cent the interest they have paid on their last issue of bonds. Their mortgages, however, must provide for amortization payments. These banks are prohibited from charging, under any pretext, fees or commissions other than those authorized by the Act.

National Farm Loan Associations

The act provides for the creation of local national farm-loan associations through which it is contemplated that the Federal land banks shall make their loans. In the event that a local loan association is not formed in any locality within a year, the Federal Farm Loan Board may authorize a Federal land bank to make loans on farm land through approved agents. Ten or more persons who own and cultivate farm land qualified as security for a mortgage loan under the act, or who are about to own and cultivate such land, may form such an association, provided the aggregate of the loans desired by the membership is not less than \$20,000. Each member must take stock in his association to an amount equivalent to 5 per cent of the amount he wishes to borrow. This stock the association holds in trust as security for the member's individual loan. The association, in turn, when applying for money from the bank, must subscribe for stock in the bank to an amount equivalent to 5 per cent of the sum it wants to obtain for its members. This stock is held in trust by the bank as security for the loans it makes through the association. If a prospective borrower has no money with which to pay for his association stock, he may borrow the price of that stock as a part of the loan on his farm land. Under this plan, then, every borrower must be a stockholder in his local association, and every association a stockholder in its district bank. Each stockholder in an association is liable for the acts of that association up to twice the amount of his stock.

How Loans Are Obtained

A member of a national farm-loan association, before obtaining a loan, must first fill out an application blank supplied to the loan association by the Federal Farm Loan Board. This application blank and other necessary papers will then be referred to a loan committee of the association which must appraise the property offered as security. Such application as is approved by the loan committee is then forwarded to the Federal land bank and must be investigated and reported on by a salaried appraiser of the bank before the loan is granted. This appraiser is required to investigate the solvency and character of the prospective borrower as well as the value of his land. When a loan is granted the

amount is forwarded to the borrower through the loan association.

Conditions Under Which Loans May Be Obtained From Federal Land Banks

The act specifically defines the purposes for which loans may be obtained. These are: "(a) To provide for the purchase of land for agricultural uses. (b) To provide for the purchase of equipment, fertilizers and live stock necessary for the proper and reasonable operation of the mortgaged farm; the term 'equipment' to be defined by the Federal Farm Loan Board. (c) To provide buildings and for the improvement of farm lands; the term 'improvement' to be defined by the Federal Farm Loan Board. (d) To liquidate indebtedness of the owner of the land mortgaged, existing at the time of the organization of the first national farm-loan association established in or for the county in which the land mortgaged is situated, or indebtedness subsequently incurred for one of the purposes mentioned in this section."

Loans may be made only on first mortgages on farm land. Only those who own and cultivate farm lands or are about to own and cultivate such land are entitled to borrow. No one can borrow save for the purposes stated in the act and those who after borrowing do not use the money for the purposes specified in the mortgage are liable to have their loans reduced or recalled. The secretary-treasurer of each association is required to report any diversion of borrowed money from the purposes stated in the mortgages. No individual can borrow more than \$10,000 or less than \$100. No loan may be made for more than 50 per cent of the value of the land mortgaged and 20 per cent of the value of the permanent insured improvements upon it. The loan must run for not less than five and not more than forty years. Every mortgage must provide for the

repayment of the loan under an amortization plan by means of a fixed number of annual or semi-annual installments sufficient to meet all interest and pay off the debt by the end of the term of the loan. The installments required will be those published in amortization tables to be prepared by the Farm Loan Board. The bank is given power to protect itself in case of default by recalling the loan in whole or in part or taking other necessary action.

The Interest Rate Paid by the Borrower

No Federal land bank is permitted to charge more than 6 per cent per annum on its farm-mortgage loans, and in no case shall the interest charged on farm mortgages exceed by more than one per cent the rate paid on the last issue of bonds. For example, if the bank pays only 4 per cent on an issue of bonds, it cannot charge more than 5 per cent for the next farm loans it makes. Out of this margin of not to exceed 1 per cent, together with such amounts as it can earn on its paid-in cash capital, the bank must set aside certain reserves and meet all its expenses. Any balance or net profits can be distributed as dividends to the loan associations or other stockholders. The loan associations, from their bank dividends, after setting aside the required reserves and meeting expenses, can declare association dividends to their members. In this way the profits, if any, will be distributed among the borrowers and will, to that extent, reduce the amount of interest actually paid by them.

Restriction on Fees and Commissions

The Federal land banks are specifically prohibited from charging in connection with making a loan any fees or commissions which are not authorized by the Farm Loan Board. The authorized fees need not be paid in advance but may be made part of the loan.

Continued in next issue

The mineral matter in the apple is one of nature's wonders. The blood must keep its red color or it cannot do its work in the body and we die, and this red color depends on the presence of iron. When we eat an apple we eat just the right dose of iron which the blood needs, and the invalid with poor blood will get iron in the apple which is far more easily absorbed by the blood than in any preparation of iron compounded by the chemist.

Lime is found in the apple in the same form as it is found in our bones, and in the apple the lime is so beautifully combined with phosphoric acid that, when an apple is eaten, the bones of the body are nourished by these lime salts, and by these additions of lime the child is able to build up the young growing bone. Ricketty children have bones deficient in lime. I have never seen Rickets or soft bones in a Tasmanian orchard.

Magnesia.—Yes, nature has placed in the apple quite a nice little dose of magnesia and it helps to keep off rheumatism by purifying the blood and assisting the bowels.

Phosphorus.—Professor Schaffer told us recently in the great scientific lecture of the year that life could not exist without phosphorus, and in the apple this great nerve tonic exists in quite a full dose and it exists in its most soluble form as phosphoric acid.

Sulphur, as sulphuric acid is also a great blood purifier and has an especial effect on the skin and skin diseases.

There is just one more thing which science has not yet explained, and that is the wonderful life processes by which all these tasteless (some even nasty) elements were blended together into a beautiful fruit and perfect food.

The sailor who lives a long time on salt meat and biscuit alone will rot with scurvy, and if he takes the sugars, acids, etc., contained in an apple every day separately he will still die, but if he takes an apple a day his blood will keep perfectly right. This shows there is life in the apple apart from just its chemical composition.

The bee loves honey because its nature cries for a perfect food, and for the same reason the child cries for an apple. Its digestion is assisted by it, the blood is made richer, the muscles are made stronger, the bones are made harder and the dose of phosphorus stimulates the nerves and feeds them until it wants to run and romp in exuberant life. Ask our men in the trenches what they would give for a good feed of apples.

The Manson fruitgrowers, in the Wenatchee district, have formed a local organization to affiliate with the Wenatchee North Central Washington Growers' League.

Dead limbs take a great deal of water from growing apple trees. They are in the way at gathering time and make the whole crop look diseased. If caused by canker, the disease will spread to other parts of the orchard. Prune them out now and paint the wounds.

All About An Apple

By Dr. Benjafield, Hobart, Tasmania

AS both food and medicine an apple is a wonderful example. Professor McAlpine gives us this diagram, of which the following is an explanation in pure English: Suppose this apple to be the size of a large breakfast cup and into this cup you put nearly half a pint of water and stir into it: of concentrated food like that contained in an egg, half a teaspoonful; of fatty stuff like butter, a little less than half a teaspoonful; of sugar, both cane and grape sugar, two tablespoonfuls; of mineral matter, as much as will lie on a sixpence; of acids, a little more than half a teaspoonful; of skin and core, a little more than two-thirds of a teaspoonful.

From a medical point of view we look upon each of these elements as follows: The food or protein is pure and strengthening and exists in the apple combined with sugars and acids, and when taken it enters rapidly into the muscles, where it is readily broken

up, imparting heat and strength, so that the athlete, under great exertion, soon gets the stimulus.

The fatty matters are so beautifully combined with acids that even the most delicate child does not recognize that he is taking fat when he is eating an apple.

The sugars or carbohydrates form the most attractive element, as they are the most nourishing part of the fruit. And these sugars are just crystallized sunshine and are far more digestible than any ordinary sugar. The child, from babyhood, just loves it and it is excellent food for him. In the adult, especially in advanced age, ordinary chemically-prepared sugar when taken freely produces rheumatism, gout and such like diseases, but these sugars never set up any of these troubles; indeed gouty people get relief from eating fruit.



Memorial Inscription on the Monument erected to John C. Chapman, otherwise known as Johnny Appleseed, at Fort Wayne, Indiana.

Memorial Inscription on Monument

On the 5th of May, 1916, in the city of Fort Wayne, Indiana, the Indiana Horticultural Society, in co-operation with the John Chapman Memorial Association of Ohio, unveiled a monument to the memory of John Chapman, universally known as Johnny Appleseed, with an inscription of which a cut appears above. John Chapman was born in 1776 in Massachusetts. He was a pioneer apple grower in Indiana and Ohio. With a great love for the fruit industry, he traveled through all the frontier regions of these two states, always carrying with him apple seeds, which he planted or gave away to settlers, doing this continuously for a period of over forty years. And perhaps it is due to him more than any one man the credit for the thousands of orchards throughout the Middle West, which have continued to be a comfort and a profit to the owners and inhabitants.

History records he was not only a remarkable man, but a man of eccentricities in many ways. He wore very little clothing, frequently trading apple trees for cast-off garments, continually traveling through the forests giving away apple seeds, planting apple seeds or selling apple trees. Frequently he would have no other coat than a coffee sack with armholes cut through. It is stated he went barefooted most of the time, even in winter. A strict vegetarian, eating no meat or fish; he believed it was wrong to take life in order to procure food. This probably

accounted for his zest and zeal for encouraging people to plant and grow fruit. He believed in outdoor life, rarely sleeping in the shelter of a house, and when he did he slept on the floor.

John Chapman certainly was an eccentric and peculiar individual, deemed by some to be somewhat unbalanced, but he was more than a planter and a distributor of apple seeds, for he loved his fellowmen and it was his greatest pleasure in life to do anything in helping his fellowmen, confining his work largely to horticultural service and instruction. Along with this he was religiously inclined, always preaching Christianity, carrying with him pages of his Swedenborgian Bible, from which he would frequently take out a leaf and pin on the wall in some house where he had stopped possibly for a meal or overnight. His religion was a religion of love, his favorite texts being, "Love thy neighbor as thyself," "Blessed are the pure in heart," and "How beautiful are Thy works, O God."

This short account is sufficient to show there was something peculiarly touching and compelling in his life and habits. It indicates he was a man of very unassuming character, whose great work was a work of love, doing the things he thought would do the most good, unmindful of fame or glory. So we agree with those who have said "God bless John Chapman."

Ninth National Apple Show at Spokane, Nov. 20-25

COMPREHENSIVE plans already are under way for the Ninth National Apple Show, which will be held at Spokane, November 20 to 25. Allen Meisenheimer, a well-known Spokane man who is interested in the apple industry, is chairman of the board of trustees, and, with Manager Gordon C. Corbaley, will direct the show.

A big innovation at this year's show will be a special contest to select the best five boxes of apples in the world. This will be open to any grower, and will determine which district and which grower can produce the most perfect five boxes of apples. This competition will follow the general lines of the world's competition at the Panama-Pacific International Exposition at San Francisco last year, which was won by Fred Conklin of Brewster, Washington, with Winesaps. A prize of \$250 in gold and a National Apple Show world's championship banner will be given the winner of this contest. The competition will be restricted to the following varieties: Arkansas Black, Delicious, Jonathan, MacIntosh Red, Rome Beauty, Spitzenberg, Stayman Winesap, Wagener, Winesap, Winter Banana, White Winter Pearmain and Yellow Newtown.

The grade and pack demonstrations, which were a big feature at last year's show, again will be held for the purpose of aiding to secure standard grade and pack. The leading shippers and associations in each district are being invited to prepare displays that will perfectly illustrate the range of fruit that they understand should be permitted within the limits of each grade and pack. These displays will be placed in immediate proximity to each other at the National Apple Show so that comparisons may be made with the fruit. Especially is this important because of the practical demonstration that it will give to the growers themselves. At certain hours each day the displays will be discussed in detail and the growers' questions answered.

In the five-box classes, 23 varieties will compete, and first, second and third prizes of \$25, \$12.50 and \$10, respectively, will be given the winners among each variety. The lots in this class are: Arkansas Black, Baldwin, Ben Davis, Black Ben, Delicious, Grimes Golden, Jonathan, King David, MacIntosh Red, Mammoth Black Twig, Missouri Pippin, Ortley, Rainier, Red Cheek Pippin, Rhode Island Greening, Rome Beauty, Spitzenberg, Stayman Winesap, Wagener, Winesap, Winter Banana, White Winter Pearmain and Yellow-Newtown.

The one-box contests again will be a feature. First, second and third prizes of \$7.50, \$5 and \$2.50, respectively, will be given the winners among 24 different varieties. A \$10 prize is offered for the best single-box display of a variety not previously shown at a National Apple Show and scoring 90 or better.

The National Apple Show offers a trophy cup and cash prize of \$25 to the

team from any agricultural college which attains the highest rank in the apple-judging contest. The cup shall be awarded for one year only, provided that if the team from any college shall win it three times in succession it shall become the permanent property of such school. Each team will consist of three students.

The exhibits of pruning, spraying, picking, packing and other equipment will form one of the great features of the show. As the apple growers are making progress along scientific lines, they are becoming more and more interested in doing their work in the best and most modern manner. The machinery and other industrial exhibits of last year's National Apple Show were seen by thousands of growers and in many ways attracted the greatest attention of anything at the show. These exhibits this year will be larger and more complete and more interesting. Every sort of machinery or equipment that belongs in the orchard will be at the show under demonstration.

Again this year there will be a contest between the leading apple shippers of the Northwest to determine which can make the best and most striking advertising display of the brand of extra fancy apples that it is offering on the market. Each entry must contain 100 boxes of one variety of apples, strictly standard extra fancy pack, put out by one shipper under one trademark brand. The exhibit may be arranged and decorated by the shipper in any manner desired. The prizes offered are: First, \$100 and gold medal banner; second, \$50 and silver medal banner.

The original and attractive feature displays will be open to individuals, firms and fruit and commercial organizations. The judges are instructed not to take into consideration the elements of cost and size, but the unique and artistic showing only. Prizes offered are: First, \$150; second, \$100; third, \$50; fourth, \$25.

A grade and pack demonstration to show the way that the rules are interpreted in each district also will be held. The orchard accounting competition, which has been an educational feature at past Spokane shows will be continued, as will the demonstration of improved appliances and the world's championship packers' contest.

Greater space is being provided for the women's department, where housewives will display home-made by-products of the apple and every dish in which apples are used.

In a recent issue of "Better Fruit," through a stenographer's error, it was stated the Canadian Pacific Railway had purchased \$10,000,000 worth of fruit in 1915. We are advised by Mr. W. E. McTaggart, Fruit Market Commissioner for the Province of British Columbia, that this is an error, and the amount should be \$10,000.



Joseph Steinhardt, of the firm of Steinhardt & Kelly, New York City, Chairman of the Entertainment Committee of the International Apple Shippers' Convention.

Mr. Steinhardt was chairman of the entertainment committee of the convention of the International Apple Shippers' Association, held at Niagara Falls August 16 to 18, which is a big factor in explaining just why everybody had such a splendid time at the convention.

It is a pleasure to add a few words about Mr. Steinhardt, for two reasons: First, on account of his wonderful achievement in the fruit industry, and second, on account of his great popularity. A few years ago Mr. Steinhardt and his popular partner, Mr. Richard Kelly, deceased, were doing a small competitive business in selling fruit in a very limited retail way. It occurred to both of them they could work better co-operatively than they could competitively, consequently they formed a partnership, doing a small retail business. Both men were self-made and self-educated. They were industrious, thrifty, of good habits, attending closely to business, believing in a square deal, liberal treatment and courteous business methods. Consequently their small retail business rapidly grew to a large retail business. Their success was so rapid they soon engaged in jobbing business. This in its turn grew, and grew so fast that within the last few years Steinhardt & Kelly have been numbered among the very large operators of fruits in the United States. In 1908 Steinhardt & Kelly made their first venture in Northwestern box apples, Mr. Steinhardt personally coming to the Northwest, purchasing practically the entire crop of Spitzenburgs and Newtowns grown in Hood River Valley, at prices which helped make the valley famous. Since then the firm of Steinhardt & Kelly have been heavy buyers of Hood River apples, and as business continued growing, the quantity of apples they purchased from the Northwest became more general and far greater in volume. Today they are

known as one of the heaviest handlers in New York City of Northwestern box apples. In addition to this their business covers all other varieties of fruits, both citrus and deciduous. But perhaps more important in a way than the big business they have done is the personality of Mr. Steinhardt. There is no man in the apple business who is willing to pay the price more cheerfully, more voluntarily than Mr. Steinhardt, when he can see his way clear to make a fair margin of profit. No man ever had a car rejected by Steinhardt & Kelly because the market was off or on account of any slight deficiency. It is a fact they have taken many cars of fruit far below the standard without a murmur. In addition to this Mr. Steinhardt is a big man. He is not only big in physique, but big in generosity, kindness and hospitality.

Wanted

Position as working foreman on fruit ranch. Nine years' experience in the Northwest; understand fruit growing. Pruning, grafting and blasting a specialty. Willing to do general farm work in connection (milking, etc.). Single, 34 years of age, of good habits. Best of references. Address

John M. Den Boer, Box 158, Fruitland, Idaho

Wanted

Management of an orchard. Several years' experience in all the best fruit districts of the Northwest. Best of references. M. R., care "Better Fruit."



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Trees in BLASTED soil bear better

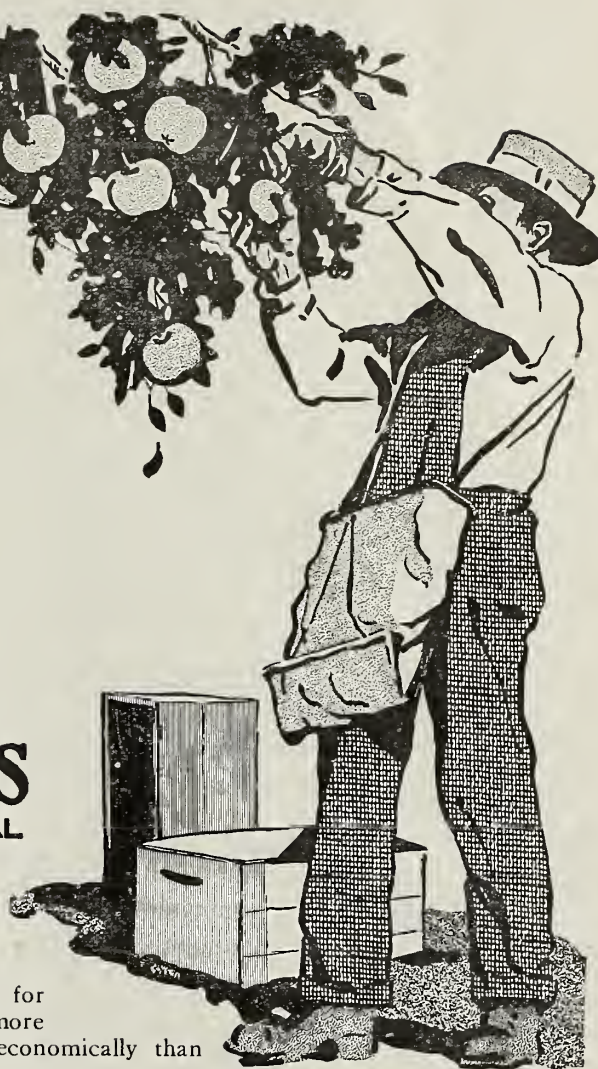
Fruit growers have proved—by planting some trees in blasted beds and others in ordinary ground—that trees planted after the use of explosives root deeper, grow faster and better—that they are thriftier in every way, bear earlier, and yield larger crops.

They have proved also that when the soil of established orchards is properly blasted the trees immediately take on new vigor and bear better fruit thereafter. Orchardists know that this condition is due to the increased moisture-storage capacity induced by blasting and to the consequent release of plant food from the subsoil.

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A. LINGHAM,
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"Giant explosives are of great benefit for blasting beds for orchard planting. The difference in growth between unblasted trees and trees in blasted ground is so much in favor of the latter that no adequate comparison can be made."

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Giant Stumping Powder, which is also used for subsoil blasting, is the most efficient explosive for many other kinds of farm work, including blasting dead trees or stumps in wet soil.

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By using the Giant Farm Powders you can demonstrate their superiority for tree planting and orchard tillage. Mail today a trial order with your book coupon. We will have our nearest distributor supply you—at lowest market price—with a 25- or 50-pound case of either of the Giant Farm Powders. Test this in comparison with any dynamite. The results will show you why fruit growers in every section insist upon having the Giant Farm Powders for orchard tillage work.

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Timely Advice on Marketing the Apple Crop

[From Office of Markets, U. S. Department of Agriculture]

ATTENTION is called to the small quantity of American apples—less than 2,000,000 barrels—taken by Europe in normal times. Both the growers and dealers are urged to view the situation with optimism and to prepare for the disposal of Europe's usual portion in other ways. It is suggested that with judicious handling the demand at home may be increased and the commercial crop marketed with relatively fair success to all. As to just what constitutes judicious handling, the Office of Markets makes the following suggestions:

1. Growers should pick the fruit in uniform condition, gleaning the trees only for what is ready to come off, repeating the process until the crop is harvested. The advantage is to secure a longer time for distribution and to prevent the pack from representing extreme stages of maturity ranging from ripe to green.

2. When picked the fruit should be handled from orchard to cars in such a way as to prevent deterioration, care being exercised to protect the apples from the elements. It is explained that under proper conditions fruit which is picked today should not be packed until tomorrow, and that for this purpose shelter should be provided.

3. Those using the barrel package should uniformly grade and pack the crop in compliance with the Sulzer law and brand in accordance with its provisions, for the purpose of creating a feeling of confidence among dealers and consumers.

4. Inferior grades should be eliminated from the green-fruit markets, not only for the reason that the demand for such grades will be very limited, but also because their presence in the markets will undoubtedly hamper profitable disposition of the better fruit.

5. All apple growers, operators, dealers and associations should early arrive at an estimate of true values in order to secure quick movement. It is explained that if arbitrarily high prices rule in the beginning of the season, the crop will not pass readily into consumption, but that on the other hand abnormal accumulation and congestion will occur throughout the channels of trade, with disastrous results to all concerned.

6. Only standard varieties well packed should be placed in cold storage for the reason that prices

likely to rule in the late fall and early winter, as the inevitable result of liberal offerings of common storage stock, will probably limit the demand for cold-storage apples until mid-winter.

7. An effort should be made to fully supply small towns by direct sales in order to secure a more uniform distribution and avoid congesting the large markets. Attention is called to the practice in some sections of growers who go with cars of apples to poorly-supplied towns and sell on the track. Growers or dealers who desire to use this system should apply to the town and railway authorities for information as to regulations controlling such sales, and, if conditions justify shipping, the arrival of the car should be preceded by judicious advertising.

8. Growers who live in communities where co-operative organizations are operated should do all possible to strengthen these exchanges. It is asserted that the disloyalty of members is the chief element of failure in co-operative enterprises, and growers are strongly urged to support their association as the best way to effect satisfactory distribution.

Those who grade, pack and brand their barrels in accordancet with provisions of the Sulzer law should be more successful in making quick and satisfactory sales than otherwise. When apples are packed in a standard barrel as established by Section 1 of the Sulzer law, and are plainly and conspicuously marked as containing one barrel of apples of one of the standard grades described in Section 2, such a statement, if true, would constitute a satisfactory compliance with the Net Weight Amendment to the Food and Drugs Act. Otherwise the package, if intended for interstate commerce, must be marked to comply with the Net Weight Amendment to show the quantity of the contents, either by weight or by dry measure or by numerical count. A statement of numerical count must be qualified by the size of the apples expressed as the average diameter in inches to be a statement of quantity.

With respect to Europe, the Office of Markets urges exporters to carefully watch the movement and assure themselves of steamer space and a demand on the other side before making

shipments. Latest announcements of steamship companies are to the effect that fairly regular schedules will be maintained between America and the United Kingdom.

American apple shippers are advised to stimulate the demand and increase their shipments to Latin America and the Orient. It is suggested that by co-operating with the Department of Commerce, extension of trade in this respect can be accomplished. Inquiries relating to these countries should be addressed to the Bureau of Foreign and Domestic Commerce, Washington, D. C. Shippers are urged to apply to the Superintendent of Documents, for the following publications, issued by that Bureau, which may be secured at the prices shown: Special Agents' Series, No. 62, 30 cents; No. 72, 10 cents, and No. 81, 25 cents; Special Consular Reports, No. 62, 10 cents, and Tariff Series, No. 19a, 5 cents. Remittances should be in cash or by money order. Stamps are not accepted. Attention is called to an announcement of the Department of Commerce that it will aid in every practicable way.

For the benefit of those who may not be disposed to exercise especial care in handling the crop, on the grounds that it will not be worth while, the Office of Markets suggests it as probably being true of this year that not only proper handling but also great diligence will be required for effecting satisfactory distribution.

The grower who gets into his orchard now sees anything else which is the matter with his orchard, has his attention called to anything which needs to be done to improve it, and learns a good lesson for next year's operations.

Pacific Coast Fairs, Land and Apple Shows

California State Fair, Sacramento, September 2 to 9.
Spokane Interstate Fair, Spokane, September 4 to 9.
Southwest Washington Fair, Chehalis, August 28 to September 2.
Oregon State Fair, Salem, September 25-30.
Montana State Fair, Helena, September 25-30.
Utah State Fair, Salt Lake, October 2-7.
Washington State Fair, North Yakima, September 18-23.
The Pendleton Round-up, Pendleton, Oregon, September 21-23.
Idaho State Fair, Caldwell, October 4-6.
Northwest Land Products Exposition, Seattle, October 4-11.
Ninth National Apple Show, Spokane, November 20-25.
Northwest Livestock Show, Lewiston, Idaho, November 26 to December 2.
Pacific International Livestock Exposition, North Portland, December 4-9.

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Reverse side of the tidy red tin.

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Flash-it-hot-off-the-reel, Prince Albert will let you cut loose on that old jimmy pipe or on a makin's cigarette like a hungry fox after a chicken!

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Northwest Land Products Exposition, Seattle

TO assist in the agricultural and horticultural development of Washington, Oregon, Idaho, Montana, Alaska and British Columbia, the Northwest Land Products Exposition, to be staged at the Arena in Seattle from October 4 to 14, will be the first exhibition of the kind in Washington. Already the enterprise has the official endorsement of the commercial bodies, not only of Seattle but over the states to be represented, and the great railways serving the Northwest recognize the exposition as a most helpful adjunct in the exploitation of the land with a view to encouraging homeseekers and will have a prominent place in the big undertaking.

In the great national and international expositions held in the United States, as well as the shows in foreign

lands, soil products have always received attention. This interest increased until the so-called land show became a fact. Land shows in the Coliseum in 1912, 1913 and 1914 attracted capacity crowds in the great Coliseum afternoon and night. The railroads presented magnificent displays and many states of the Union were represented by displays of fruits, grains, grasses and vegetables. The shows at St. Paul and Minneapolis, where the exhibit was staged under the authority of the seven states of the Northwest, closed with record crowds for attendance while the show was in progress. "It's the Lure of the Land," was the editorial comment of a great Chicago daily newspaper in explaining the presence of thousands of people daily to view soil products.

So at Seattle for eleven days every state, county and community in the Northwest will have an opportunity to have an active part in the eleven-day land school. The State Agricultural College at Pullman will be well represented, schools and colleges will have attractive exhibits, the States of Montana, Oregon and Idaho as well British Columbia will be represented by displays to show the nature of the forage and cereal crops produced on their lands.

From Alaska will come an agricultural display far greater than the exhibit at the A.-Y.-P. Exposition, for the northern country is now becoming widely known for the grains and grasses grown there, and the agriculture features of Alaska are now being exploited along with its marvelous production of minerals. This exhibit will be collected and arranged under the auspices of the Alaska Bureau of the Seattle Chamber of Commerce.

Dairy Day will be one of the features of the Exposition period and the display of butter, cheese and similar products will be complete in every detail. This will require the building of a special cold-storage system to preserve the exhibits. Cooking and canning contests will be offered as an attraction as will lectures by men who have devoted years of study to agricultural and horticultural possibilities in the Northwest.

The Manufacturers' and Land Products Show at Portland the last two years demonstrated that an exhibition of this character did more to acquaint people with the opportunities awaiting them in the districts away from the cities than countless pamphlets on the subject. Practically every county in Oregon had a display at the 1915 land show and all received vast benefits in the way of reaching men and women giving serious thought to moving from the city to the country.

With the advent of machinery on the farm the burden of the man who tills the ground has been lightened to a great extent. One section of the Exposition will be set aside for exhibits



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that will demonstrate by machinery in motion the latest and most modern methods of preparing the land.

It is intended that the Exposition at Seattle will present a long-looked-for opportunity to study soil products at close range. The county fair, as well as state fairs, offers this feature as the serious side with much success. In the city where thousands of people are constantly seeking something new the land show has demonstrated many times that it is the real medium whereby the masses receive much of their real knowledge of the land and what it can produce and go to their homes with a first-hand knowledge of the future awaiting them on the lands of the Northwest.

The railways serving the Northwest will all have displays. From the Seattle Land Show the immigration departments will select exhibits for display in Eastern and Middle Western ticket offices and for use on exhibition cars.

While the Exposition is in progress low fares will be offered for the round trip to Seattle, and coming in the fall when the farm work is light, a great attendance is expected. It is also planned to advertise the Exposition so that the various features will be brought to the attention of tourists in Seattle en route home after a visit to California or British Columbia, the national parks, or coming directly to

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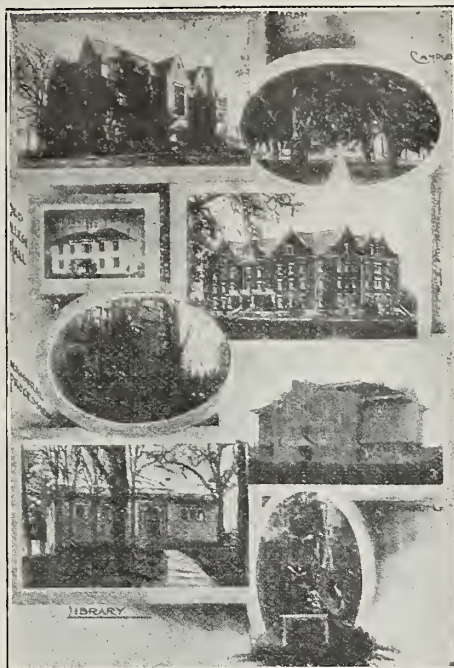
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the North Pacific Coast for the vacation period.

Entertainment features will be many and varied. Every organization in Seattle will have a special day at the Land Show. Ferullo's band, one of the great musical organizations of the country, will be heard in daily concerts, and tests, demonstrations, contests and other features will offer amusement for old and young alike each day while the First Annual Land Show is in progress. The Exposition will be under the management of D. D. Olds, formerly manager of the Fair Hesperides at Wenatchee and assistant manager of the National Apple Show at Spokane. Manager Olds will furnish premium lists on request.

Apples color and mature better, especially on the lower limbs, if the growth under the trees is mowed down.

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of Congress of March 3, 1879.

The Apple and Pear Price for 1916.—The apple crop of the United States, according to the government report, in 1914 was 84,000,000 barrels; in 1915, 76,000,000 barrels. The estimate at the present time is 72,000,000 barrels. However, no producing sections are reported with bumper crops. A great many districts are already reporting poor quality. Although the crop of 1915 was only 10 per cent less, according to the government report, than 1914, yet the Western apple growers received nearly double the price. Apparently the price is not entirely a question of quantity. The season is not far enough advanced for fixing prices very definitely. It is too early to get scared. It is too early to go crazy. The pear situation indicates pretty definitely to the fruit grower that the pear grower of the Northwest was not onto his job. The pear market opened up on Bartletts at 95 cents. Many were sold at this figure. Soon after, Bartletts advanced to \$1.75 and \$2 per box. The canneries in California were paying \$80 per ton. It is not meant by this that the fruit grower should get foolish and hold for exorbitant prices. Wenatchee started the ball rolling by selling some cars of Extra Fancy apples at the following prices: Jonathan \$1.15; Black Ben \$1.10; Arkansas Black \$1.35; Winesap \$1.35, and Spitzenburgs \$1.50. All f.o.b. Wenatchee. The season looks like a fair one for everyone to make good money on apples, including the grower and the jobber, for the reason that the crop of the United States is not a bumper crop, for the reason that the quality is poor in some districts, and for the further reason that the business condition of the country is much improved over last year. However, this does not mean the grower should be unreasonable in his expectations or hold for too fancy figures. The apple grower will show good judgment if he takes into consideration the fact that

there are a lot of apples in the United States and that in order to get the best prices out of them consumption must be started with the beginning of the season, and the consuming public supplied regularly each month throughout the season at prices which will invite buying and create consumption, instead of prices that will repel buying and prevent consumption. It is a case where caution and good judgment should rule in the beginning and prevail throughout the season. In other words, opening prices should be such that will start immediate consumption and future prices should be governed entirely upon market conditions and how rapidly the apple crop moves.

The Fruit Growers Agency and Apple Prices for 1916.—It is a well-known fact that some districts or some selling concerns can demoralize the apple markets on Northwest box apples very early, by going off half-shot and preventing others from getting market values. Such has happened in the past. There is no reason why it should happen this year. In fact, there is every reason why prices should not be unnecessarily low or high this year. Most of the important fruit selling concerns of the Northwest are affiliated with The Fruit Growers Agency. It is the duty of each concern to send salesmen or representatives to attend the conferences, which should be held as frequently as the situation justifies, for the purpose of discussing with and getting the benefit of each other's opinion and knowledge as to market values. Every selling concern can secure a lot of information on values and the opinions of others by attending these conferences, which will be a big help in determining apple values. It looks as though The Fruit Growers Agency has provided a possible means for the apple growers of the Northwest to obtain market values for box apples, which is all they can ever get or all they can expect.

The Ninth National Apple Show.—Spokane is always wide awake and original, with a bunch of business men willing to put up money for any proposition that will benefit the farming community and fruit growers of the surrounding territory. Spokane was the first city to realize fully the importance of the fruit industry to the Northwest, and to Spokane belongs the honor of originating and holding the first apple show that was ever held anywhere in the world. A great many states in the Union have imitated Spokane by holding apple shows, and even the apple growers in Tasmania grew enthusiastic and held a wonderful apple show in 1916, somewhat similar to the apple shows in Spokane. Spokane realizes that many millions of dollars are invested in the apple industry of the Northwest. Spokane knows that the Northwest has climate and soil to grow the finest apples in the world. Spokane knows that the industry has been suffering from a depression largely due to the fact that we did not fully under-

stand the methods of distribution, increasing consumption, advertising the apple and salesmanship. Spokane intends to do her part by holding the Ninth National Apple Show, not only for the purpose of encouraging the industry, but for the further purpose of giving the growers from all sections of the Northwest an opportunity to attend the show and hear able speakers upon many important subjects, partaking afterwards in the discussion, with a view to solving some of the problems, including marketing, that are interfering with the success to which the apple growers are entitled. It is believed these problems can be solved. It is a sure thing that the conferences at the Spokane Apple Show will be a big factor in helping to solve them. The most progressive business men of Spokane are back of this show financially; therefore it is assured it will be a success in every way. It is certainly entitled to the support of every fruit grower, and every fruit grower who can possibly make an exhibit should do so. The railroads will make rates so low that no one can afford not to attend the Ninth National Apple Show.

The Washington State Fair.—The Washington State Fair will be held September 18 to 23 in North Yakima, in the center of one of the greatest farming communities of the world. It is stated that Yakima shipped 35,000 cars of farm products last year; about 5,000 of this was fruit. The fair being held in the midst of this wonderful district is sufficient assurance for its success. The grounds are magnificent. The pavilion, with an immense floor space for exhibits, is a wonderful building. Arrangements are made for the stock exhibits, for the reason that an immense amount of stock is raised in Yakima. Every fair ever held in North Yakima has been a wonderful success, both in exhibits and attendance. Every fruit grower and farmer should attend this fair, for two reasons: because all of these wonderful exhibits are of great educational value, and because there is an opportunity of meeting fruit growers and farmers from all over the country, from whom they can obtain a lot of valuable information, learn of their personal experiences, ways and methods of doing things. All of which is a great help. In addition to this everyone can be assured of a splendid time. The city of North Yakima is noted for its big-hearted, successful business men, so everyone can depend on a hospitable reception.

The Oregon State Fair.—The Oregon State Fair will be held at Salem September 25 to 30. This fair for many years has been recognized as one of the big factors in the development and promotion of the farming and fruit industry of the State of Oregon. Every show held at Salem has been a success. The Oregon State Fair is particularly strong in stock exhibits, being located in one of the oldest and best farming sections of the Northwest, which means there is always a splendid exhibit of farm pro-

ducts and farm machinery. The Willamette Valley being the oldest fruit section of the Northwest also means that the fruit displays are not only very attractive, but highly educational. The pavilion for exhibition purposes is very large, situated in a beautiful grove. The grove is a big attraction, providing camping grounds for families who desire to bring their tents and camp out during the fair. This fair is entitled to the support of the farmers and fruit growers of the State of Oregon. They should show their encouragement by making exhibits, if possible, and nothing but sickness on the part of any farmer or fruit grower should be sufficient excuse for not attending. The railroads will make very low rates on return tickets.

The Northwest Land Products Exposition.—Seattle, always an enterprising city, when the Alaska business was being developed held a wonderful exposition known as the Alaska-Yukon-Pacific Exposition, and now, in realization of the fact that the Northwest is dependent primarily and largely upon its land products, will hold a show to be known as the Northwest Land Products Exposition, in Seattle October 4 to 14. This exposition is entitled to the support of all of our farming sections in the way of exhibits. Every fruit grower and farmer who can exhibit should do so, and no one should fail to attend. The show will contain many exhibits which will be instructive, educational and well worth seeing. The Northwest Land Products Exposition is entitled to the fullest support of all the business interests, because the business interests are dependent in a large measure, in the Northwest, on land products.

The Northwestern Fruit Exchange, under date of August 21, states that, largely through their efforts, Mr. Robinson, traffic manager of the Northwestern Fruit Exchange, has been working earnestly with the railroad officials for securing the privilege of "Diversion of Fruit Shipments After Arrival at Destination," and are pleased to announce that Mr. F. L. Norman, general agent of the Grand Trunk Railway at Seattle, has advised them that on his line this will be effective in the near future. The Northwestern Fruit Exchange states that much credit is due Captain Paul H. Weyrauch of the Fruit Growers Agency for co-operation along this line.

The Round-up.—Pendleton will hold its annual Round-up September 21 to 23. This show is one of the most novel, interesting and lively of any of its kind that has been held anywhere in the world. Everyone who has ever attended one of these Round-up shows has come back full of enthusiasm, stating it is the most wonderful thing they have seen. Every fruit grower and farmer who is going to take a few days off this year, if he likes fun and good sport, should attend the Pendleton Round-up. It will be a thriller.

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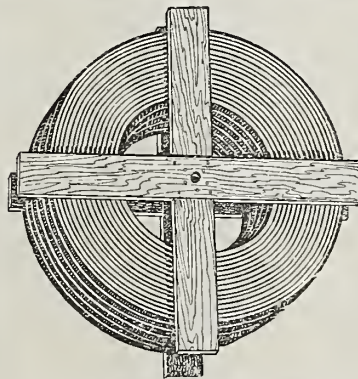
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Specialize in Box Apples and Other Western Fruits

We're ready to talk business with
those having good fruit.

Write or wire us what you have to offer,
or communicate with

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One Hundred Cars of Red Apples
for our Southern and Export Trade

Albert Mackie Co., New Orleans, La.

Fruit Prices Are Soaring We Have the Trees

Mr. Planter: Do what you should have done
three or four years ago. Plant
a commercial orchard bordered with the
Vrooman Strain Franquette English Walnut

Mr. Salesman, write us the territory.

Capital City Nursery Company
SALEM, OREGON

In-Transit Rates.—There is a growing demand on the part of the apple growers in the Northwest for in-transit rates. Already a number of in-transit rates have been made, enabling the fruitgrowers to use cold storage facilities in St. Paul, Chicago, Kansas City, Buffalo, New York and other points, but many other important cities are not included, among which may be mentioned Indianapolis, Columbus, Cincinnati, Cleveland and Vincennes. This is a matter that is worthy of attention from everyone who is interested. It is a well-known fact that it is a big advantage to the fruitgrower to have his apples stored in as many points as possible which are at or near big consuming sections. Cold storage is an absolute necessity in the East and also a necessity in the West, for the reason that the total apple crop cannot be sold at harvesting season and in order to realize the best possible prices it must be cold stored and sold to the public as the consumer requires.

"Handling Fruit for Distant Markets" is the subject of a very interesting article in this issue and one which should command the attention of every fruitgrower. There is no question but that much poor condition on arrival is due to improper handling and harvesting of fruit more than any other one factor, causing an immense annual loss. By improper handling usually is meant rough handling. Improper handling, however, may be extended to picking too early or picking too late. A few years ago the loss on arrival in shipments of oranges was a serious menace to the business. Growers were not aware of this fact until the government carried on an investigation under the direction of G. Harold Powell, who discovered that the rough handling of oranges bruised the skin sufficiently to break it, and wherever this occurred mould and decay set in, causing millions of dollars of loss annually. There is nothing more important than proper and careful handling of fruit at harvesting time.

The Apple Crop of 1916.—The Chamber of Commerce of the United States, Washington, D. C., has issued under date of August 14 a statement in reference to the apple crop now in sight, saying that the crop will be somewhat more abundant than the average crop, though deficient in some sections. Further information about other varieties of fruit says: Grapes are doing well in New York and California; peach shipments have been good from many states, although in some states injured by cold; citrus fruits reported in fine condition. Shipments of cantaloupes and watermelons have been running very heavy.

Information from Michigan states they are on the road to standardization and expect to present at the State Society meeting at Grand Rapids a draft for standardization, somewhat similar to the New York classification.

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We have a modern up-to-the-minute cold storage plant with tracks running right into the building cutting cost of handling to the minimum.

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This machine patented May 11, 1915.
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THE SHOTWELL BOX MARKING MACHINE

Is designed to print all the stamps required on a box of apples or other fruit at one stroke, in perfect alignment, saving time and labor. The machine prints the box to look as follows:

125 EXTRA FANCY WINESAP 40 LBS. NET JOHN DOE
WENATCHEE, WASH.

It eliminates untidiness and unevenness in marking.

Saves time in picking up five different stamps separately, as all these stamps are placed on a wheel and the entire marking of the box, as shown above, is done in one movement and as quickly as one stamp is put on by the old method. The machine works automatically and is self-inking.

The Shotwell Box Marking Machine is a device that saves labor, does it neatly with dispatch. Made to be attached to any open end press and can be adjusted to mark any standard fruit box of any variety, apples, pears, peaches, oranges and lemons, etc.

It is made of malleable iron, assembled ready for use.

With each machine is included, without extra charge, eighteen number stamps, three grade stamps, one net weight stamp, one two-line grower's address stamp, ten variety stamps and an ink pad. Price, neatly packed ready for shipment, \$15.00, f.o.b. Wenatchee, Washington.

For full descriptive illustrated catalog and further particulars write

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WENATCHEE, WASH.

The Agency is dealing with problems of transportation. In this, as in other matters, co-operation makes it easy to handle problems which would otherwise go unsolved.

One of the important activities of the Agency is the development of foreign markets. One district or one company cannot do this. It requires the Northwest working as a unit to get results.

Another activity of this organization which is of particular importance to the grower is the standardization of the form of account sales to be used by shipping organizations in making reports to the grower. Through the use of such a form the grower can make a true comparison of the net returns and the services rendered by the different organizations.

The fruit growers of the Northwest should realize that The Fruit Growers Agency, Incorporated, presents the opportunity of a lifetime. It enables growers, selling agencies and districts to co-operate as never before, and it enables the fruit industry of the Northwest to receive the assistance of the Federal Office of Markets and Rural Organization. Since the funds of this government department are limited and aid is extended only to the sections showing the most interest, it is now up to the fruit growers to avail themselves of this opportunity to co-operate and show the government that this section profits by its aid.

The officers and trustees of The Fruit Growers Agency are as follows: Paul H. Weyrauch, president; J. B. Adams, vice president; P. R. Parks, temporary secretary.

Trustees: J. B. Adams, Wenatchee, Washington; E. W. Ross, North Yakima, Washington; C. H. Swigart, North Yakima, Washington; P. R. Parks, Spokane, Washington; Wilmer Sieg, Hood River, Oregon; W. F. Gwin, Seattle, Washington; Paul H. Weyrauch, Walla Walla, Washington; D. L. Ingard, Payette, Idaho; W. M. Sackett, Hamilton, Montana; B. W. Johnson, Corvallis, Oregon.

The executive officers of the Agency are located at Blalock Station, near Walla Walla, Washington, where President Paul H. Weyrauch is working with the aid of the Government Office of Markets.

Oregon State Fair

The 1916 Oregon State Fair will be "educational" in the strictest and broadest sense of the term, and no pains, labor or reasonable expense is being spared by the board of directors and Secretary-Manager A. H. Lea to make of it the biggest, cleanest and best State Fair in every respect in the fifty-five years' history of the institution.

One of the first innovations which the board put into effect, in organizing for this year's exhibition, was to abolish the old system of departmental superintendents and to place every department under the direct charge and supervision of a member of the board. This change was inaugurated for the dual purpose of arousing greater per-

The Opportunity of the Fruit Grower

The Fruit Growers' Agency, Incorporated

By Paul H. Weyrauch, President, Walla Walla, Washington

TO fill a need which no other organization in the Northwest has been able to fill, The Fruit Growers Agency, Incorporated, was organized. The growers and business men of the Northwest have long realized that the lack of co-operation and organization between the districts has resulted in cutting down the profits of the grower.

Last year the growers and business men of the Northwest petitioned the Federal Government to lend expert advice and aid in the establishment of some form of organization to remedy this condition. Three experts were sent to the Northwest by the Office of Markets and Rural Organization to investigate conditions. They conferred with men active in every branch of the fruit game and suggested a plan which resulted in the organization of The

Fruit Growers Agency, Incorporated, at Spokane, Washington, on March 24, 1916.

The Fruit Growers Agency, Incorporated, was organized to aid and protect the grower. It controls over 75 per cent of the Northwestern apple crop and has among its members nineteen of the largest selling agencies of the Northwest. Thus the grower, by working through this organization, is able to handle problems too large for any one district.

This new organization proposes to supervise a uniform contract between grower and selling agent. It endeavors to bring about a standardization of packing methods throughout the Northwest. It collects information as to crop conditions, shipments and markets, and distributes such to its members.

The Paris Fair

HOOD RIVER'S LARGEST
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RETAILERS OF

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Detroit . .	83.50	101.00
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\$32.00 Round Trip to San Francisco
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of the board from Union County, to be assigned to the agricultural and horticultural departments, two of the most important responsibilities involved in a big institution of the character which the new board is promoting. It is the duty of these departmental heads to look after the details of space allotment and arrangement and to lend every encouragement toward securing a thoroughly representative exhibit in their respective departments, and each and every one of them is taking hold and making such splendid progress that it will tax the available space to the utmost to accommodate the exhibits already secured and in prospect.

This is especially true in the agricultural and horticultural departments, which, under the most active and efficient direction of Mr. Reynolds, are already assuming record-breaking proportions. He is making a most thorough canvass of every section and community of the state, to arouse interest in the different competitive exhibits, particularly in the county and individual products' exhibits, and he reports splendid success. Already eighteen of the thirty-five counties of the state have decided to make county exhibits in the new pavilion, a greater number than has ever before exhibited at one time, and several others still have the matter under favorable consideration.

In the horticultural department there will be the largest, most elaborate and thoroughly representative exhibit of fruits ever brought together under one roof in Oregon since the Lewis & Clark Exposition. Every growers' and packers' association in the Willamette, Rogue, Umpqua, John Day, North Powder and Hood River Valleys, and other fruit growing sections of the state, have either made arrangements for space and are preparing their exhibits or are making arrangements to do so, and there are scores of individual growers who have signified their intention of entering the individual farm products competition.

"The State Fair, properly organized and conducted, is the best educative agency in existence and it should have the undivided and unprejudiced support and co-operation of every citizen of the state," said Secretary-Manager A. H. Lea at a recent meeting of the board of directors. "Every county in the state should consider itself in duty bound to other portions of the state and to posterity to make a complete exhibit of its resources and products at the State Fair, not only from an educational but from an advertising standpoint. Every exhibit sent to the State Fair, whether animal, vegetable or loaf of bread, should carry its lesson in thrift and progress, and every person who attends the Fair should come with the expectation of being benefitted from both a moral and educational viewpoint. It is decidedly a state institution and every loyal citizen should put his shoulder to the wheel and boost for it."

Mow the tall weeds and summer grasses in the orchard, allowing them to lie as a mulch under the trees.

APPLES

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Most of our trade is among retailers and high class jobbers.

We desire to hear from individual growers and associations who have good fruit, and who know how to put it up so as to co-operate in building a reputation with the best buyers in Chicago and in other Eastern markets.

If you don't know of our policy—our reputation—please write us for names of growers and shippers on the Pacific coast who have dealt with us, and who will be glad to answer your inquiries.

Market information promptly and cheerfully furnished at all times.

We employ no traveling men—we wait your coming to us, and it's worth your effort to get in touch with us.

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require but little more care the following spring. Fall is the season to successfully fight scale and similar tree diseases by spraying, and you want the best equipment obtainable for this work. MYERS will fill the bill, and whether your orchards are extensive or include but a few trees there is a MYERS OUTFIT that will just fit your needs. Myers Spray Pumps are also adapted for painting, disinfecting and similar work.

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sonal interest and creating a finer sense of duty and responsibility in every single member of the board, to create a friendly spirit of competition between them and bring about the best results possible with the highest standard of efficiency consistent with economy.

Under this arrangement it fell to the lot of J. E. Reynolds, the new member

Fruit Crop Estimate August 1, 1916

[Office of Information, U. S. Department of Agriculture.]

Apples—Apple prospects improved more or less during July in the Atlantic Coast states, also in the Pacific Coast states, but declines in nearly all the Central states, the decline being due largely to the dry hot weather. The August 1 forecast for the entire United States is 71,600,000 barrels, which compares with an estimated production last year of 76,700,000 barrels and in the preceding five years a yearly average of 66,000,000 barrels. Thus the crop as a whole will probably be smaller than last year's big crop, but somewhat larger than an average crop. Conditions vary, however, in different sections. In the New England states 4,864,000 barrels are forecast, compared with 2,852,000 last year. Baldwins are reported to be short, however. In New York the forecast is 12,062,000 barrels, compared with 8,528,000 last year, and in Pennsylvania 6,562,000, compared with 5,085,000 last year. It thus appears that the North Atlantic states will have materially more apples than last year; slightly more are also indicated in Maryland, West Virginia and North Carolina. In Virginia, however, the forecast of 4,180,000 is slightly less than last year's crop of 4,393,000 barrels. In all the Central states except Michigan the forecast is for smaller yields than last year; Ohio 4,028,000 barrels, compared with 5,984,000; Indiana 1,867,000, compared with 3,883,000; Illinois 1,921,000, compared with 4,716,000; Iowa 1,715,000, compared with 3,225,000; Missouri 3,520,000, compared with 6,287,000; Kentucky 2,656,000, compared with 4,170,000; Arkansas 1,143,000, compared with 1,183,000. In Michigan, however, the forecast is an increase, being 4,810,000, compared with 3,150,000. Also in the Pacific Northwest the forecast is for larger yields than last year, except in Idaho.

Next month the Bureau of Crop Estimates will forecast the production of the more important varieties of apples this year.

Peaches—A short crop of peaches is indicated by conditions on August 1, the forecast of production being only 40,300,000 bushels, compared with an estimated production of 63,500,000 bushels last year and 43,800,000, the average of the preceding five years. The crop is shorter than last year in every important producing state except Indiana and Illinois. The shortage is relatively greater in the Southern states than in the Northern states. Thus the August 1 forecast and last year's estimated production, respectively, in important states, are: Georgia, 3,711,000 bushels and 5,330,000 bushels; Alabama, 1,365,000 and 2,640,000; North Carolina 1,081,000 and 1,955,000; Tennessee, 1,330,000 and 2,460,000; Arkansas, 2,948,000 and 5,940,000; Missouri, 1,320,000 and 3,300,000; Kentucky, 1,238,000 and 1,320,000; Illinois, 1,132,000 and 874,000; Michigan, 2,065,000 and 2,360,000; New York, 1,359,000 and 2,106,000.

Grapes—Crops show a decline of about 2 per cent to an August 1 condition of 80.8, being an improvement of 1 in New York, a decline of 3 in Pennsylvania, a decline of 10 down to 75 per cent in Michigan, with condition still lower in the commercial belt, and average declines of 5 to 10 in other North Central states. The California condition declined from 83 to 82. The present average for the United States is 80.8, 4 below the ten-year average and 4.5 below last year at this date.

Pears—Pears show a condition of 59 on August 1, compared with 60.8 on July 1, being now 2.2 below the ten-year average, and 3 below last year's condition on this date. The crop in New York is the same. In the other Central Atlantic states it is somewhat lower. In the North Central group east of the Mississippi conditions have fallen off from an average of 63.4 to a present condition of 56.6. In the Southern states they have slightly declined, while in California a slight improvement is recorded.

Zerolene at the Front.

The local Standard Oil agent recently received from J. E. Balsley, district sales manager of the Standard Oil Company at Phoenix, a report on the operation of the government automobiles and trucks along the Mexican border.

"A great many of these machines," writes Mr. Balsley, "are being lubricated with Zerolene oil. The intense heat and great amount of low gear work necessary in the sand make perhaps the best test possible of a motor oil. I am glad to report that Zerolene is doing the work in fine shape. Due to its asphalt-base origin, it keeps its lubricating value under the most trying heat conditions, and none of the machines have been at all bothered with carbon deposits in the cylinders."

WATSONVILLE, July 11, 1916.

Editor Better Fruit:

While in Hood River recently I discussed with you the question of the restriction of the shipment of disease-infested fruit to the markets of California. You told me, if you remember, that you would be glad to assist as far as possible, especially in the matter of a bitterness of feeling which I encountered in certain sections.

This feeling of resentment is, no doubt, due to a misunderstanding of the real attitude of the California growers. It seems to be the general impression in some places that we are attempting to exclude all grades of apples. This is not the case. California is a splendid market for the better quality of fruit from the Northwest and there is no intention or desire to interfere in any way with this legitimate business, but we do object, and rightly, to the dumping of a certain grade of apples which were shipped in last season under various names to disguise the real one—culls. These came here in all sorts of containers, crates, sacks, and, I regret to say, in many instances in standard boxes, with disastrous results not only to the orchardists here but to your own as well.

It should not require a great deal of argument to convince the shippers of Oregon and Washington of the folly of a repetition of last year's shipment of inferior fruit.

From a financial standpoint it was certainly not a success. The prices received for a great deal of it would not pay the cost of handling,

No Chicken Mites or Lice

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WILLIS BRADLEY, Hood River, Oregon

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and, in most instances, as far as returns are concerned, the grower had much better have thrown his culls in the river. The average price of cull apples from the Northwest, I am creditably informed, was 70 cents to the retailer here. Deduct cost of packing, commissions, freight, etc., and what could the grower receive?

Every ear of culls took the place of a ear of good apples from which some profit might have been derived, and the mere fact of the offering of large quantities of inferior stock at ridiculously low figures had a great tendency to cause a slump in the prices obtainable for the better grades.

Aside from the above, there is another reason why our most progressive fruit men object to the shipment of inferior apples. California is, as you know, endeavoring to standardize the packing of all fruit, but we cannot ask our own people to refrain from marketing infested grades as long as we permit the orchardists of other sections to send them here and sell, we might say, at their very doors.

The reputation of the pack, which your leading shippers have worked so hard to establish, was certainly not enhanced by the action of some of them last season.

With these facts before you I trust you will see your way clear to making editorial comment upon the situation, to the end that we may secure the active co-operation of the growers and shippers of Oregon and Washington in our effort to maintain the standard of our local markets.

With kindest personal regards,

Very respectfully,

A. W. TATE, JR., Chief Inspector.

PORTLAND, OREGON, July 3, 1916.

Editor Better Fruit:

In the June issue of "Better Fruit," on pages 25 and 26, you have an article entitled, "Where the Names Come From," and I want to draw your attention to a few mistakes regarding the names of some of the fruits originating in Germany.

Gooseberries—We have in Germany red and yellow gooseberries, and they are called *rotte* und *gelbe stachelbeeren*. They are not called *Johannisbeeren*; in fact, they are currants.

Currants—We have red and black currants called *rotte* und *schwarze Johannisbeeren*.

Raspberries—We have in Germany red and yellow raspberries called *rotte* und *gelbe Himbeeren*, also *Beere der Hindin*.

Trusting this may be of interest to you, I am,

Yours respectfully,

C. R. GREISEN.

OUR SPECIALTIES

BOX APPLES and the PEACHES P EARS R UNES

We handle more box apples than any concern in Ohio and want to hear from every grower and shipper who will have either large or small lots to offer.

Let us hear from you at once.

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Report of Peddling from Cars Committee

Address by George G. Grupe, Chairman, Before Western Fruit Jobbers

THE practice of selling from cars has been increasing steadily each year. There seems to be no support or opposition to the practice on the part of the railroads. The lack of opposition on the part of the railroads has been taken advantage of by a class of small shippers and speculators, who only become active at certain seasons of the year when they see an opportunity to make a profit for themselves. The peddlers or speculators run cars into different markets and as they have no overhead expense, because they do not have any clerk hire, delivery sys-

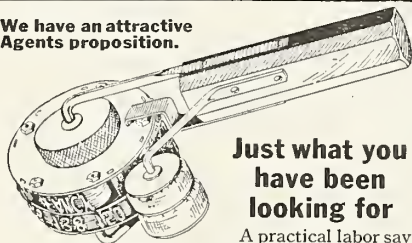
tem, rent, taxes or insurance to pay, they make mean competition for the legitimate jobbers and retailers, who have established places of business and employ labor, pay taxes and in other ways support the community in which they are located. Furthermore, by congesting the public team tracks with peddler cars the legitimate jobber is inconvenienced. These peddlers generally get the most favorable locations on the team tracks, and by holding cars out of service, while they are selling their wares from these cars, they make it necessary for the railroads to spot the cars for the regular jobbers in less favorable locations and generally a greater distance from their places of business; thereby putting the regular jobber, who is an all-year-round patron of the railroad, to considerable inconvenience and greater expense in hauling his goods from the cars.

Not only is this peddler practice harmful to the jobber, but is also harmful to the large retailer, who would buy some of his goods in carload lots, but is afraid of competition from peddler cars. The practice is harmful to the grower and shipper, inasmuch as the peddler frequently demoralizes the markets, thereby causing the regular jobber to stop buying at producing points until he can buy sufficiently low enough to enable him to compete with the peddler car, and it causes the commission merchant, who sells consignments on commission for the grower, to meet prices made by peddlers, thereby reducing the net returns to the grower. It is the opinion of your committee that every member of our association should endeavor through the representatives he sends to producing points, to educate the growers to the fact that peddling results in lower prices for the grower.

By cars being held out of service, while being used as sales rooms, the railroad companies do not have the use of their equipment and in many cases shippers are inconvenienced through the railroad not being able to furnish cars promptly for them to ship in, as

the peddler is most active at the very season each year when railroads have the greatest demand for cars. There is a prejudice on the part of a class of growers and shippers against the elimination of the peddling evil. When your committee took this matter up with the several railroads that were permitting peddling on their lines, it was found that the proposition had been before the General Managers' Association of the Western Trunk Lines for some two years, but no action had been taken. In some cases it was found necessary to take the proposition up personally with the higher-up officials of the railroads—generally the vice-

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Just what you have been looking for

A practical labor saving device for the progressive fruit grower. Increase the attractiveness of your package and you naturally increase your financial returns. Just think—all the five stamps placed on the box at one operation and in a neat, uniform way. Always in line with a clear impression of the type. Nothing upside down or half printed. Stamps variety, grade, number, grower's name and address and net weight in **one second**. Inks itself each time for the next box. Can not get out of order. **Will work on any kind of press.** We have not the space to tell you of all its wonderful features. Write and we will be pleased to send literature.

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Otis Orchards, Wash.

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Good standard grades. Well made. Quick shipments. Carloads or less. Get our prices.

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from owner of good ranch for sale.
State cash price and description.

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Give the roots a chance

You can go deep with out bringing up trash, stones or manure. You can at the same time pulverize and level. For thirty crops rely upon the forged sharp, penetrating disks of the

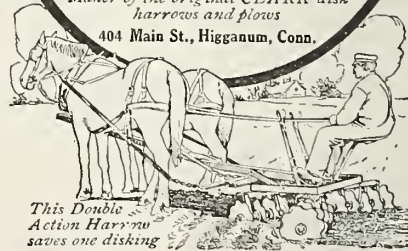
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This Double Action Harrow saves one disking

FRANQUETTES AND MAYETTES GRAFTED

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The most practical fruit picker ever invented. Will cut the stems of Apples, Oranges, Peaches, etc., without touching the fruit, which falls into the cloth tube and is caught by the hand. All fruit within reach. Light yet strong; easily operated; polished hard Maple handle; tempered, steel blade; guaranteed.

Complete	Size	Price
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	8-ft.....	2.00
	10-ft.....	2.25
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Ask your dealer or remit direct and your order will be filled by Parcel Post.

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ENGINES SEPARATORS, SPREADERS, TRACTORS

My 250-page free catalog tells you why I sell direct to user, at wholesale. Sale, these and other implements, built in my own factories at Waterloo, at prices one-third to one-half less than you usually pay for first-class goods. All sizes, styles and prices of separators, engines and spreaders. My Farmobile (tractor) has no equal for simplicity and efficiency. State what you need. 250,000 customers testify to quality of the Galloway line of goods. Write today for your free copy of this wonderful book of bargains for farm and household.

WM. GALLOWAY, Pres., WM. GALLOWAY CO., 1087 Galloway Station Waterloo, Iowa.

Engines \$26.75 up

Spreaders \$64.75 up

\$34.50

\$995

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The Monarch Hydraulic Cider Press

is suitable for both individual and merchant service. With it you can work up all the culls into profitable cider. Our celebrated high pressure design, combined with minute accuracy in construction, produces maximum quantity of juice from the apples with low operating expense. Monarch Presses are built in sizes having capacities from 15 to 400 barrels a day. 60-page Press Catalogue explaining the numerous exclusive Monarch features sent free on request. Write for this instructive book to-day.

Western Farquhar Machinery Co.
308 E. Salmon St., Portland, Ore.

We also manufacture Engines, Saw Mills, Thrashers, Potato Diggers, Grain Drills, Cultivators.

presidents in charge of operation. But your committee desires to mention particularly the support given by the General Freight Agents of the Union Pacific, the Rock Island, the Northwestern, the Milwaukee and one Assistant General Freight Agent of the C., B. & Q.

Your committee was received most cordially by the different railroad officials and they listened most attentively to the arguments put forth for the elimination of the peddler cars. The committee desires to mention particularly that, in the conferences with the railroads, no threats of reprisal were used or at any time found necessary. The greatest co-operation was given by the railroads and all they asked of your committee was logical reasons why the peddler cars should be eliminated. Some opposition developed on the part of the State Railway Commissions, probably at the instigation of some grower or association. The State Railway Commission of Nebraska suspended the tariffs carrying the prohibition against peddling, and the hearing was held at Lincoln, Nebraska, before the Railway Commission. A decision was rendered, but we have not yet received a copy of it. We understand the State Railway Commission of Montana suspended the C., B. & Q. tariff, but we have no advice as to what action was taken in that case. The Public Utility Commission of Illinois suspended the C., B. & Q. tariff in Illinois, and your chairman attended the hearing before the examiner, appointed by the commission, and is pleased to report that all the evidence adduced at that hearing was in favor of eliminating the peddler. No protests had been made against the adoption of the tariff, but the examiner explained that the commission suspended the tariff so they could hold a hearing and ascertain the attitude of the railroads toward regular jobbers, commission merchants and brokers. We expect a favorable decision from the commission. The Interstate Commerce Commission was requested by the Iowa Commerce Council and one of the State Railway Commissioners of the State of Iowa to suspend the tariffs, but they took no action, which indicates that the Interstate Commerce Commission is in favor of any reasonable action by the railroads to induce the prompt unloading of cars after arrival at destination, thereby keeping the cars in service. It is reasonable to assume that railroad cars were built for the purpose of transporting commerce and were not intended to be used as retail store-rooms or warehouses.

Your committee questioned its jurisdiction to appeal to railroads operating east of Chicago to eliminate the peddling practice, and having ascertained that the National League of Commission Merchants is opposed to the peddling evil, your committee has taken the proposition up with Mr. French, the business manager of the league, with a request that they co-operate with our association and further request that they appoint a com-

Motor oil made from asphalt-base crude gives best lubrication with least carbon.

Such is the testimony of motorists and experts alike. As Lieut. Bryan, U.S. N., puts it: "Oils made from the asphalt-base crudes have shown themselves to be much better adapted to motor cylinders, as far as their carbon-forming proclivities are concerned, than are paraffine-base Pennsylvania oils." Zerolene is scientifically refined from selected California crude—asphalt-base—not only made from the right crude but made right. Dealers everywhere and at service stations and agencies of the Standard Oil Company.

ZEROLENE

the Standard Oil for Motor Cars

SUPERINTENDENT

—soon open for position. Large orchard or farm. Practical and technical. Long experience. Deal only with owners.

Address C. S., care "Better Fruit."

DUTCH BULBS

YOU gain a whole YEAR by FALL PLANTING

ROSES TREES and PLANTS

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Listing the best new and the popular standard varieties.

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PORTLAND, OREGON

SEED COMPANY

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COVENT GARDEN, LONDON

Points to remember when consigning
apples to the London Market

1.—We Specialize in Apples

2.—All Consignments Receive our
Personal Attention

3.—The Fruit is Sold by
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Ry.; Chicago, Burlington & Quincy Ry.;
Chicago, Rock Island & Pacific Ry.;
Chicago, Milwaukee & St. Paul Ry.;
Great Northern Ry.; Union Pacific Ry.;
Chicago, North-Western Ry.

There are a number of other lines
that have signified their intention to
adopt the prohibition against peddling
shortly. Two or three are holding off
to see what lines that are competitors
of theirs will do. As many of the larger
lines have now taken action, it should
be an easy matter to get the others to
come into line.

FRUIT GROWERS AND ASSOCIATIONS:

Please keep us in mind regarding the marketing of your APPLES
and other fruits. If you haven't already arranged for selling your crop
we would appreciate your writing to us at once stating fully what
you have.

Our Mr. W. C. Michaels is now stationed at Wenatchee, Wash.

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Consignments and Correspondence Solicited

mittee at their annual convention at
Indianapolis this week to co-operate
with our committee on the peddling evil.
In this way the influence that can be
brought to bear on the railroads will
be greater and the proposition will be
broadened into one of national im-
portance.

Below is a record of the railroads
that have already adopted the prohibi-
tion against peddling: Missouri, Kan-
sas & Texas Ry.; Texas Central; White
Falls Lines; Galveston, Harrisburg &
San Antonio Ry.; Houston East & West
Texas Ry.; Texas & New Orleans Ry.;

Trinity Brazos Valley Ry.; St. Louis
Southwestern Ry.; San Antonio, Arkan-
sas Pass Ry.; Kansas City, Mexico &
Orient Ry.; International Great North-
ern Ry.; Texas Pacific Ry.; Beaumont,
Sour Lake & Western Ry.; Brownwood
North & South Ry.; Paris & Great
Northern Ry.; Ft. Worth, Rio Grande
Ry.; San Benito & Rio Grande Ry.;
Orange & Northwestern Ry.; St. Louis,
Brownsville & Mexico Ry.; St. Louis,
San Francisco & Texas Ry.; Gulf, Colo-
rado & Santa Fe Ry.; Missouri Pacific
Ry.; St. Louis, Iron Mountain & South-
ern Ry.; Atchison, Topeka & Santa Fe

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The Original and Largest Selling
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Why use expensive high power dynamites
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save you from \$3 to \$5 per hundred
pounds and in most farm uses do better
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As pioneers and leaders in developing
farming with explosives our booklet gives
the latest, most reliable and best illus-
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BOOK OF EXPLOSIVES No. 338-F.

DEALERS WANTED

We want live dealers in towns still open.
Get the orders resulting from our adver-
tising. You need not carry nor handle
stock. State jobber's name or bank
reference when writing.

E. I. du Pont de Nemours & Company
Established 1802

World's largest makers of farm explosives
Wilmington, Delaware

**BRAVE THE WIND
AND STORM**
in the best wet
weather togs
ever invented

the **FISH BRAND
REFLEX SLICKER**

(PATENTED) \$3.00

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PROTECTOR HAT 75¢

Dealers everywhere

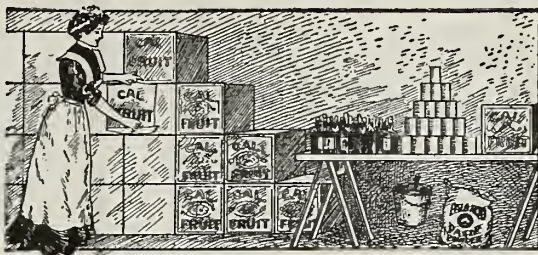
Our 80th year.

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PASTE



GUM



PICK-UP GUM, for use on Knapp labeling machines (very adhesive)
CEMENT, for use on Burt labeling machines. **LABELING GUM**, for use on all bottle labeling machines.
CELLULOID TIN LABELING PASTE, a RUST proof tin labeling paste.
TRANSPARENT PASTE, for bottle or jar labeling.

PALO ALTO PASTE POWDER—three pounds added to cold water makes two gallons fine white paste for all labeling work, or a RIBBON paste for labeling machines. Extensively used by canners and fruit packers.

Robinson Chemical Works Manufacturers of Paste and Adhesives for All Purposes
 Office: 351 Eighth Street, San Francisco

Canning Without Sugar

By J. S. Caldwell, By-Products Specialist, Washington Agricultural Experiment Station, Pullman, Washington

AS a consequence of the rapid rise in cost of sugar, many housewives who usually prepare their own canned fruits, preserves, jams and jellies are permitting cheap and abundant crops of fruit to go to waste rather than purchase the sugar necessary to preserve it by their usual methods. Wherever this is the case, winter supplies of canned fruits must be purchased later at a cost greater than that of home production, or the diet of the family must be restricted with danger of injury to health. Many housewives are apparently unaware that practically all fruits may be successfully canned without the use of sugar. Such fruit preserves more of the natural appearance and flavor than does fruit put up in heavy sugar syrup, is fully as palatable and much more easily digested, is in better condition for use in cooking and is available for all purposes for which fruit canned in syrup could be used. A heavy sugar syrup aids in a slight degree in preventing the growth of the yeasts and bacteria which cause spoilage, but perfect sterilization makes its use unnecessary.

Fruits may be canned without the use of sugar by any method which the housewife is accustomed to use, but in every case the following rules should be observed: (1) Fruit to be used for canning should be firm, not over-ripe, and free from decay. Vegetables should be young and tender. To attempt to use very dirty, over-ripe or decayed fruit, or old, tough vegetables is to invite failure, since it is very difficult to sterilize such materials. (2) Jars should be tested by partially filling with water, adjusting rubbers, tightening covers, inverting and shaking. (3) Jars, covers, rubbers, spoons, cups, funnel and all utensils which are used in canning must be placed in a pan of cold water deep enough to cover them, placed on the stove and boiled for 20 minutes. Allow them to remain in the hot water until needed for use. This will prevent subsequent breakage and will insure perfect sterilization. (4) Rubbers should never be used a second time. (5) The neck of the jar should never be wiped off before sealing, as the cloth will almost certainly leave bacteria or yeasts in the jar.

The cold-pack method has rapidly come into general favor, since it pre-

serves more of the natural color, appearance and flavor of the fruit, and also saves the time, energy and labor of the operator. It requires no special equipment other than a washboiler, lard can or other deep vessel with flat bottom and tightly fitting cover. Make a false bottom of wire netting or light wooden slats, nailed to cross pieces and

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HOOD RIVER, OREGON

A. D. MOE - - President
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Capital and Surplus \$125,000
 Assets Over \$500,000

Member Federal Reserve System

Tarred Berry Twine

For tying Lagonberry, Raspberry and Blackberry vines or other small fruits and shrubs to trellises, stakes or supports.

A single Tarred Yarn, about 400 feet to the pound, put up in 5-lb. balls, 10 balls to the sack.

The time will soon be at hand for cleaning up berry patches and getting vines and shrubbery in suitable condition for another year.

Sold by All Dealers Handling Orchard Supplies

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The Portland Cordage Co.
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"Francis Type"

Fruit Grading Machines

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Western Fruit Grader and Mfg. Company

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ORCHARDING in NEVADA COUNTY, CALIFORNIA—the Grand-Prize-Winning Home of the Bartlett Pear

CLIMATE ideal for fruit-raising—ideal for health. Altitude (2500 feet) just right for healthy orchards and healthy orchardists. There's money in Bartlett Pears and Nevada County, California, grows the best in the world. Won the highest award at the Panama-Pacific International Exposition.

Land values have not been boosted sky-high here. Good acreage along the railroad costs but \$40—only \$100 just outside the city. Write for literature to

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WE SPECIALIZE IN THE STORAGE OF APPLES

And offer **LOW INSURANCE**
MODERN STORAGE FACILITIES
FOUR TRUNK LINE RAILROADS
FAVORABLE FREIGHT RATES

ALONG WITH A

Storage Capacity of 375,000 Boxes

AT FAVORABLE STORAGE RATES

All fruit for shipment is put in proper shipping condition by experienced help.

Ebner Ice and Cold Storage Company

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**Make It Easier
For Them**

SPARE the horses. Mica Axle Grease makes easier pulling. It gives a smoother bearing than ordinary grease, because it contains powdered mica—blended with the grease by a special process. The mica keeps the spindle smooth, resists wear and pressure, and makes the grease last twice as long. Get a can from your dealer today.

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MICA AXLE GREASE

Oregon Nursery Company

ORENCO, OREGON

Extensive growers of all lines of Fruit, Nut and Shade Trees, Evergreens, Flowering Shrubs, Vines, Roses, etc. Introducers of the VROOMAN FRANQUETTE walnut, recognized as the best walnut. Our large complete stock consists of varieties suitable for every kind of climate. Write us about your wants before buying.



**RHODES DOUBLE CUT
PRUNING SHEAR**

Pat'd June 2, 1903.

RHODES MFG. CO.,
520 S. DIVISION AVE., GRAND RAPIDS, MICH.

THE only pruner made that cuts from both sides of the limb and does not bruise the bark. Made in all styles and sizes. We pay Express charges on all orders. Write for circular and prices.

cut to fit into the bottom of the vessel used. If an oil or gasoline stove is available, increase the comfort of the operator by moving the entire outfit into a shady spot outside the house. Place the can of boiling water containing jars, covers and utensils on the stove and keep hot. Put the false bottom in place in the washboiler, fill the boiler about one-fourth full of warm (not hot) water, and you are ready to begin work.

Transfer a jar from the boiling water to the washboiler, fill it immediately with cold, raw fruit, packing it down firmly. Add enough cold water to fill the jar within one-half inch of top, using a knife or spoon to displace air bubbles. Take a rubber from the boiling water and fit it on, then set the cover loosely in place. Continue the process until the boiler is filled with jars. Now fill the boiler with cold water to within one and one-half inches of the tops of the jars, fit the boiler cover tightly on, place the boiler on the stove and heat to boiling. In the case of quart jars, the following time table may be used as a guide: For strawberries, blackberries, loganberries, red or black raspberries, continue boiling vigorously 8 to 12 minutes. For acid fruit such as cherries, currants or gooseberries, boil vigorously for 5 to 8 minutes. For apples, peaches or pears, boil vigorously for 20 to 35 minutes, the time depending upon the variety and degree of ripeness of the fruit. Persons working at an altitude greater than 2,500 feet will find it necessary to increase the times here suggested by about one-fourth. When the fruit has boiled for the specified time, remove the jars from the boiler and immediately screw the covers tightly on. Wipe dry and place on a shelf out of drafts to cool, inverting the jars in order that leaks may be detected at once.

The open-kettle method differs from the cold-pack method in that the fruit is place in a porcelain lined or other suitable vessel with enough cold water to cover it and cooked for the necessary



**C & S
KING
OF
GREASE**

C. & S. Axle Grease has consistency (standing up under all conditions of temperature) wearing qualities (holding up under severest conditions); and the price, based on its quality, is reasonable.

WHITTIER-COBURN COMPANY
San Francisco

time before transferring to the jars. Jars, rubbers, covers and utensils are sterilized in boiling water as described above. When the fruit is sufficiently cooked, a jar is transferred from the boiling water to a plate or dish, packed with the fruit and filled to overflowing with the boiling juice, a rubber and a cover are taken from the hot water and fitted on, and the cover is screwed tightly down. Do not delay a moment in closing the jar tightly, and never attempt to wipe off the overflowing juice before putting the cover on, as you will almost surely introduce organisms which will cause spoiling of the fruit.

While this method is a favorite one with many canners, it is wasteful of fuel and of time, since the amount of fruit which can be prepared at one time is small; the operator must stir the fruit continually to prevent sticking and scorching, consequently is exposed to the full heat of the stove, and the fruit loses much in appearance and flavor. For these reasons, those who have given the cold-pack method a fair trial usually adopt it.

If fruits are allowed to boil for the full times stated above and are sealed without allowing anything which has not been thoroughly sterilized by boiling to come into contact with the fruit or cover, they should keep indefinitely. If the operator is working at high altitudes, the method of double sterilization should be employed. Proceed by either of the methods just described, but after 24 hours return the jars to the washboiler, fill it to the shoulder of the jars with cold water, place on the stove and bring to boiling. When the water begins to boil—not before—loosen the covers sufficiently to permit the steam to escape and continue boiling, with the cover of the boiler in place, for 8 to 10 minutes in the case of the softer fruits, 12 to 15 minutes in others. Now remove the jars from the boiler and tighten the covers while fruit is still actually boiling in the jars. This method should always be employed when tomatoes, peas, beans or vegetables low in acid content are being canned.

Persons who have small home outfits for canning in tin will usually find adequate guidance for the canning of most fruits and vegetables in the booklets of directions accompanying such outfits. Since perfectly satisfactory outfits can be purchased at prices ranging from \$6.00 to \$12.00 for water-seal outfits, or \$18.00 up for steam-pressure equipments, most households can easily secure such outfits, but it is quite possible to can fruit with perfect success with an outfit consisting only of a washboiler fitted with a false bottom, a soldering iron or, preferably, a capping steel, a supply of solder and soldering flux, a small brush for applying the flux, and a thick-walled iron vessel for use as a fire pot in heating the soldering iron. A cheap and very efficient machine for sealing the open-top cans without the use of solder or the application of heat has been devised and will shortly be placed on the mar-

THE GOOD JUDGE OVERHEARS THE GARDENERS CONVERSATION.

BY HECK, I DON'T MIND GRUBBING OUT GRASS ALL DAY IF I HAVE SOME W-B CUT TOBACCO.

SAME HERE. IT'S RICH TOBACCO, CUT FINE, SEASONED WITH SALT, SO A LITTLE CHEW SATISFIES.



IT MAKES a hard-working man glad to have a dime's worth of W-B CUT Chewing in his pocket. A *small* chew is going to keep him tobacco contented and happy a long time—and he saves himself the labor of grinding, spitting. It's rich tobacco and pays both ways: finer in flavor—more satisfying and it saves money.

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Walnuts Most Profitable

Walnuts are now the most profitable crop grown in the Northwest. Our oldest orchard, 4 to 9 years from the graft, will pay 6% on a \$1,000.00 per acre valuation this season. The chance of over production is remote as we now import over 40,000,000 lbs. of walnuts annually.

Now is the time to order your trees for fall and spring planting. Our Vrooman Franquette trees have been planted all over the Northwest and are proving their superior quality. They are grafted on selected Northern California black roots with scions cut from our own orchard.

Come before harvest and see the nuts in the orchard, see the fine straight trees in our nursery and the splendid growth made in our new 47-acre orchard planted last spring. To see these things will convince you that our statements are true. Write for our walnut booklet and price list.

GRONER & McCLURE, Hillsboro, Oregon

Fruit Growers Prepare

Your Fancy Fruit Displays and Enter the Grand Competition, both County and Individual, at

Oregon State Fair

Liberal Cash and Trophy Premiums Offered for All Varieties of Fruit are creating unprecedented State-Wide Interest and you cannot afford to miss the opportunity.

Salem, Ore., September 25 to 30, 1916

"Oregon's Biggest Educational Institution"

For Premium List and Entry Blanks, address

A. H. LEA, Secretary, Salem, Oregon



**Oldest Bank
in the
Northwest**

**Established
in 1859**

MANY ADVANTAGES

does this bank offer as a banking institution, not the least of which is prompt, helpful service, absolute security, and a comprehensive knowledge of financial and business matters which is at the disposal of our customers. Your checking and savings accounts invited.

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LESLIE BUTLER, President
TRUMAN BUTLER, Vice President
C. H. VAUGHAN, Cashier

Established 1900

Butler Banking Company

HOOD RIVER, OREGON

Capital . . . \$100,000.00

4% Interest Paid in our Savings Department

WE GIVE SPECIAL ATTENTION TO GOOD FARM LOANS

If you have money to loan we will find you good real estate security, or if you want to borrow we can place your application in good hands, and we make no charge for this service.

THE OLDEST BANK IN HOOD RIVER VALLEY

Northern Pacific Ry.

THE YELLOWSTONE PARK LINE

USE IT

To CHICAGO

To ST. LOUIS

Minneapolis, St. Paul, Kansas City

Elegant through trains daily from Pacific Coast with the
Best Dining Car Service in the world.

TAKE ADVANTAGE OF THE

Low Summer Excursion Fares East

Daily to September 30.

To CALIFORNIA

Have your ticket read

"Great Northern Pacific S.S. Co."

from Portland. The quick and pleasant trip.
Berth and meals included.



HOMESEEKER FARES, low, round trip, **To MONTANA**. Ask about them if interested.

A. D. CHARLTON, A. G. P. A., Portland, Oregon

ket. Full directions for the canning of fruits and vegetables in tin will be found in Farmers' Bulletins Nos. 203, 359 and 426, and in circulars issued for use in the Farmers' Co-Operative Demonstration Work. All of these may be obtained free upon application to the Director, Agricultural Experiment Station, Pullman, Washington.

Fruits canned without sugar by either of the processes above described may be employed in making pies, sauces or for desserts, while fruits, fruit juices or berries may be put up in this way and subsequently used for making jams or jellies later in the season or at the convenience of the household. Many persons prefer that some sugar be cooked with the fruit, and the flavor of some fruits, as for example cherries, is improved by such treatment. If this is desired, the canner who is using the cold-pack method will find it easiest to place the required amount of sugar in each jar before the fruit is packed into it. If the open-kettle method is used, a syrup of the desired strength may be made, boiled for two minutes in a covered vessel, kept hot on the stove and used to fill the cans just before sealing. The amount of sugar used may be determined by the taste or purse of the individual, but the beginner may be guided by the following suggestions:

Extra light syrup, 1 pint sugar (14 ounces) to 2 quarts water; used for peaches, pears, plums, cherries, apples and all berries.

Light syrup, 1 pint sugar to 1 quart water, used for same fruits.

Medium syrup, 1 pint sugar to 1 pint water, used for sharply-acid fruits as sour cherries, currants, loganberries and gooseberries.

Heavy syrup, 2 pints sugar to 1 pint water, used for special purposes, makes what is practically a preserve of the fruit.

The amounts of sugar required to make a light syrup sufficient for canning one bushel of material are as follows: Peaches, 3¾ pounds; loganberries, 6 pounds; raspberries, 5 pounds; blackberries, 4½ pounds; sweet cherries, 5½ pounds; pie cherries, 2¾ pounds; strawberries, 5½ pounds; plums, 3 pounds.

For Rent on Shares

A very fine Hog and Fruit Ranch in Hood River district; everything in first-class order. 100 acres in bearing orchard, 50 acres clover and alfalfa. An excellent opportunity for the right man. Applicants should write, giving full particulars of themselves, their experience and their ability to properly manage the property.

W. J. BAKER

HOOD RIVER, OREGON

Money in Walnuts

By Ferd Groner, Hillsboro, Oregon.

THE question many people are asking at present: Is there any money in walnuts or how soon will they pay dividends, and how much and at what expense per acre before an income is realized? Many do not realize that there is not a grafted orchard in the Northwest older than eight years, but there are many large trees which have been top-grafted from six to nine years that have been bearing heavy, regular crops. The oldest orchard, now eight years, bore 3,100 pounds last season on sixteen acres; about four acres of the sixteen were of a number of varieties planted for experimental purposes and most of the trees bore very few nuts. The bulk of the crop grew on the remaining twelve acres of Vrooman Franquettes and made a net profit of \$36 per acre, the nuts selling for an average of 24 cents per pound. The lowest wholesale price that these nuts sold for to the trade was 22 cents per pound, which is from 5 to 7 cents higher than the average wholesale price of nuts grown in districts where most of our nuts come from. The crop this season is about double that of last year and prices will be fully as high, as the crop in the main nut-producing sections is only about 60 per cent of last year's crop. I think it is safe to state that this orchard will pay 6 per cent net on \$1,000 per acre this season.

In regard to varieties, will say the Franquette is the only one I can recommend of varieties that have been tried out here in the Northwest. We are experimenting with eighteen varieties, ten of which are in bearing; only time will tell their value, but so far none promises to be better than the Franquette. I have a number coming on that I have cross bred, but it takes about ten years to prove one out. As most of the older plantings were undesirable varieties and nearly all seedlings very few proved a success from a financial standpoint. This has had a strong tendency to retard planting as very few grafted orchards are old enough to make a showing. Last season quite a large number of seedling trees were top-grafted to Franquette. Walnuts, no doubt, will be slow in development owing to the high price of good trees, and it takes eight years to prove them out. It took over twenty years for the average farmer to realize the value of red clover which bore a crop the second year. It took over twenty years to introduce kale in Western Oregon and it will take at least ten more years before the average farmer or fruitgrower will realize the value of walnuts.

As walnuts are planted from 40 to 50 feet apart crops such as vetch mixed with wheat and oats, corn, potatoes, kale, pumpkins or peas can be raised on about one-half the ground the first six years without detriment to the trees. If these crops are properly handled more than the total cost of cultivation can be realized before the trees begin to bear.

Notice to Irrigators

California-Nevada-Washington-Oregon

Beginning September 1, 1916, the undersigned is ready to make shipments from its warehouse in Stockton, California, as well as from Denver. This new arrangement will save you time and freight. A convenience for you Pacific Coast farmers who are facing irrigation or drainage ditch problems.

For making and cleaning laterals and ditches no machine is superior to the **Martin** farm ditcher—and there is no equal at the price. Works right or left-handed, in new or old ditches, large or small, in sandy or rocky ground, in gumbo or heavy clay, on hillside or the level, ordinarily with a single team. Cutting blade of crucible steel.

The **Martin** is mechanically simple. No wheels, gears or pinions to wear out and need early replacing. All steel. If you have not received our fully descriptive catalog, ask for it TO-DAY. The **Martin** "costs less than a cow" and on an 80-acre irrigated farm will save the price of *three* cows in a single season. Write RIGHT NOW.

Owensboro Ditcher & Grader Co.

Western Branch

235 Evans Block

Denver, Colorado



Address All Correspondence to Denver



"BLUE RIBBON"

Bartlett Pears
Elberta Peaches
Italian Prunes

In straight or mixed cars.

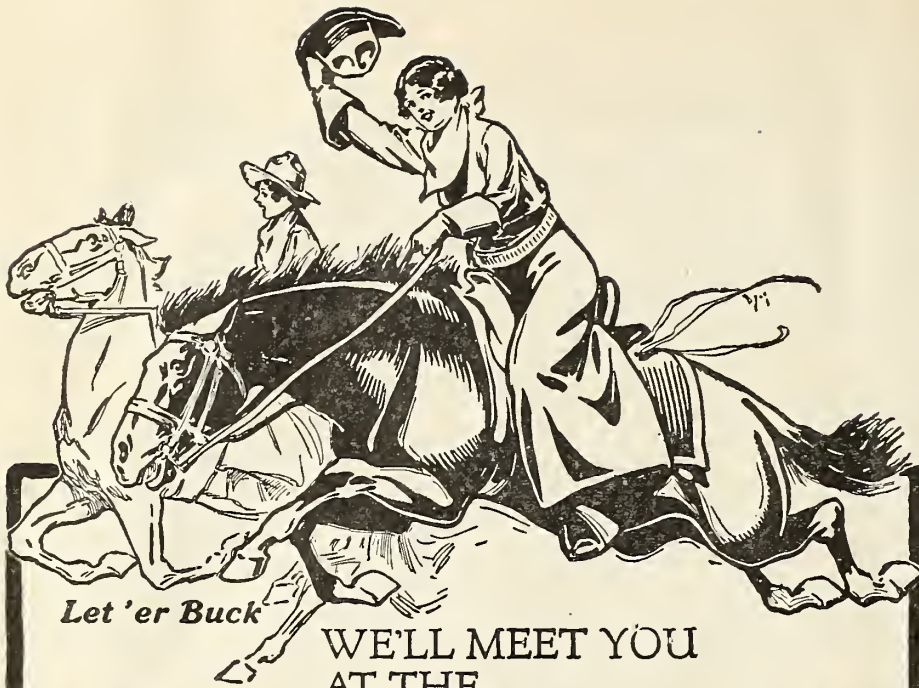
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Yakima County Horticultural Union

FRED EBERLE, Manager

NORTH YAKIMA, WASHINGTON



Let'er Buck

WE'LL MEET YOU
AT THE

ROUND-UP

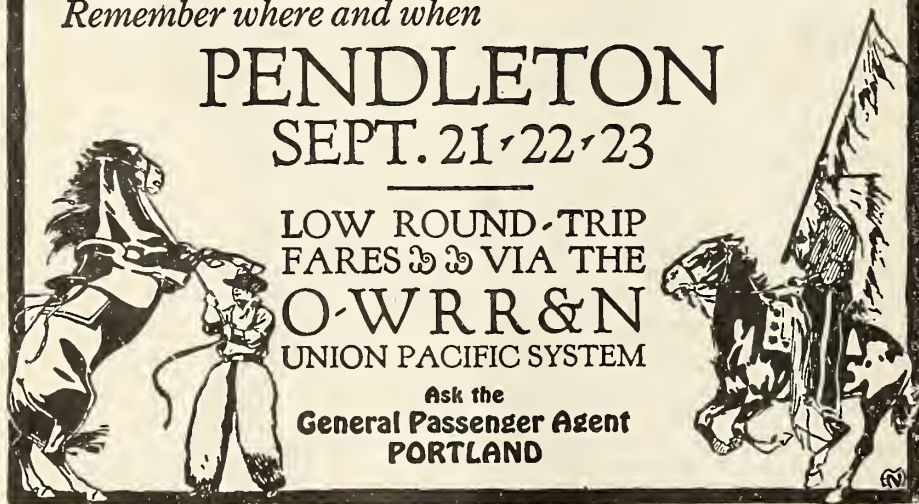
Cowgirls, cowboys, Indians, bronchos, ponies, wild horses and wild cattle and wild men—all will be there—to play and to thrill with their feats of skill and daring. You who know the Round-up we expect to see; you who do not have our most cordial invitation.

Remember where and when

PENDLETON
SEPT. 21, 22, 23

LOW ROUND-TRIP
FARES $\&\&$ VIA THE
O-W R R & N
UNION PACIFIC SYSTEM

Ask the
General Passenger Agent
PORTLAND



Walnuts will not thrive well on wet or shallow soil; foothill, rolling soil is best. They do well on level valley land if well drained. Where drainage is necessary in our orchards we find it advisable to put in the tile about five feet deep. I do not advise planting

fillers, as walnuts do not thrive well among other trees; peaches are especially detrimental. The climate of Southwestern Washington and Western Oregon seem to be most favorably adapted to the growing of such varieties as the Franquette. The Franquette

grown here is of the very highest quality owing to the cool summer weather. Any temperature above 100 degrees for any considerable time will reduce the quality of walnuts. High temperature is the cause of the dark and shrunken kernels in so many nuts found on the market. Walnuts grown in the localities mentioned practically have no dark or rancid kernels, and I have had reports of only one bad nut in a 60-pound sack.

Walnuts have not been planted east of the Cascades so extensively as on the west side, but no doubt many localities will be found where they can be profitably grown. The use of automobiles and auto trucks having greatly reduced the number of horses, the consumption of hay and grain is proportionately reduced. The introduction of new crops should be encouraged, thus cutting down the surplus of these crops, to the benefit of all.

Sugar Beets

THE sugar-beet industry has rapidly grown and has now become one of the prominent industries of California and the Pacific Northwest. There are a number of very large sugar-beet factories. Growers in the neighborhood of sugar-beet factories are making mighty good income on their investment from sugar beets. The sugar is first extracted and lately they have found a use for sugar-beet pulp, using it for feeding stock.

In a few weeks the sugar-beet factories of California will begin slicing this year's crop of sugar beets. This information will be interesting to dairymen and stockmen who are looking forward to a fresh supply of beet pulp. Last year the demand for beet pulp was so great that it was sold out early in the season. The crop of sugar beets is somewhat larger this year than last, and therefore it will bring in a greater profit for the sugar-beet growers, and it is to be hoped that it will be a factor in keeping down the price of sugar. It will also be a help to dairymen because it will help increase the supply of sugar-beet pulp. There

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Many elderly as well as young men are making good money selling our hardy, guaranteed ornamentals, roses, fruit trees, berries, vines, etc.

The prestige of the Washington Nursery Co.—thirteen years in business—handling twelve to fifteen thousand orders annually—insures a hearing wherever you go.

Our field reaches from Montana to Southern California and from New Mexico to Northern British Columbia.

Cash Weekly. Outfit free, experience unnecessary. **We train you free** in salesmanship, landscaping, etc. Best selling season for years. Good business in your own locality. Work all or part time.

WRITE TODAY. If not interested perhaps you know some energetic, intelligent man now unemployed.

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Largest between the Rockies and Cascades.

has been an enormous increase in the consumption of sugar-beet pulp during the last few years. Consequently it is evident that there must be a good reason for this, which must be that stockmen are finding it to be a very valuable feed.

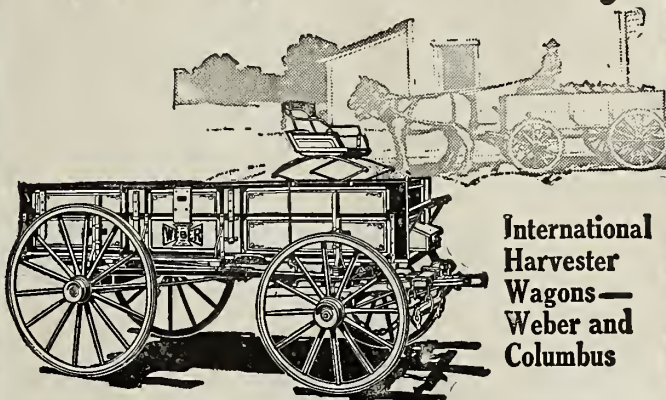
Dried beet pulp is the natural root of the sugar beet, shredded, clean and pure, being the by-product after the sugar and water is extracted. Within an hour after the sugar beets enter the factory, the dry pulp is ready for sacking and loading on the cars. Consequently there is no possibility of its souring in the drying process. When thoroughly dried it will keep indefinitely, just like any other grain or mill feed.

It is stated by those who know that the value of beet pulp lies in the fact that it meets the necessity with stock of a bulky, palatable and at the same time succulent feed, which not only assists in digestion but makes a more complete ration.

In the Western States, beet pulp is fed with alfalfa, making, so it is claimed, a balanced ration, but it can be used with many other combinations of feed. Those who have not fed beet pulp sometimes wonder if it should be fed dry or wet, and this question is frequently asked. It is stated that it is just as good one way as the other. One man says, "Let the cows decide it for themselves. They'll soon tell which way they like it best." First try feeding it wet. If soaked beforehand the actual amount of water in soaking it is immaterial. You will probably find at first that cows like it better wet than dry. However, when they become accustomed to it, men of experience say you can gradually switch a cow to dry beet pulp, if you think it advisable.

The quantity to be fed is another question of importance to the dairyman and stockman. Of course this is a question each feeder should determine for himself by keeping a record of what each cow would naturally consume or require. However, men of experience state that an average cow of about 1000 pounds weight, giving 25 to 30 pounds of milk daily, can be fed from 8 to 10 pounds of beet pulp, weighed dry, with a ration of about 18 to 20 pounds of alfalfa hay, or about as much hay as a cow will naturally require. They say that beet pulp should be fed first and divided into two feedings daily. Dried beet pulp contains about 65 to 70 per cent of digestible carbohydrates, and this ration as recommended would mean approximately 2½ pounds of digestible protein and about 14 pounds of digestible carbohydrates, which is normally about the amount of nutriment required by the average dairy cow. If alfalfa hay cannot be obtained at a reasonable price, it has been suggested that it would be necessary to feed cottonseed meal or some other protein feed along with the beet pulp. It is also suggested that it might be wise to displace one or two pounds of beet pulp with an equal amount of grain or mill feed for the sake of variety.

More for Your Money



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Harvester
Wagons—
Weber and
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YOU can be sure of one thing when you buy a **Weber or Columbus wagon**—You get more service for your money. The good service they give is one of the strongest features of **Weber and Columbus wagons**. This service is the result of careful design and construction, such as is shown in the **International fifth wheel**.

Look between the front axle and bolster, where the king bolt goes through. There you will find the fifth wheel (an exclusive feature). Note the wide circular wearing surface of the two substantial fifth wheel plates. Those plates relieve the owner of a lot of trouble. They prevent breaking or bending of circle irons. They prevent the pitching of the bolster that breaks or bends king bolts. They take strain off the reach and keep the lower part of the front axle from sagging.

This one feature adds years to the life of the wagon, but, better even than that, it indicates the care and thought that have been given to every **Columbus and Weber** feature, and they are many.

Look over the **Weber or Columbus** wagon carefully, either at the local dealer's place or in the illustrated wagon folders we will send you on request. Then you will see why, if you want more for your money, your next wagon should be a **Weber or Columbus**.

International Harvester Company of America (INCORPORATED)

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IN THE ENTIRE WEST

7,000 acres planted to winter apples. Gravity irrigation. Located 22 miles north of Spokane, Washington, directly on the railroad. We plant and give four years' care to every orchard tract sold. \$125, first payment, secures 5 acres; \$250, first payment, secures 10 acres; balance monthly

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PORTLAND, OREGON

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Most Desirably Located. In the Center of Shopping and Theatre District.
Covers a City Block.

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European Plan—\$1.00 per day and upward

Write for Portland Hotel Booklet.

GEO. C. OBER, Manager

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SELECTED RECLEANED FARM and FIELD SEED
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SPECIAL MIXTURES FOR WET LAND
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OUR SEED LABORATORY is in charge of a skilled analyst and all "DIAMOND QUALITY" Seeds are TESTED for PURITY and GERMINATION

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**CORNER FIRST AND OAK STREETS
PORTLAND, OREGON**

These suggestions are given with the idea of giving the dairyman or stockman a little general information about beet pulp as a feed for the reason that a great many fruitgrowers are going into the dairy business, and it has been found that those who have used beet pulp have found it a very desirable feed.

Bartlett Pears

The Bartlett pear is the greatest pear, in a commercial sense, of any pear grown. It is one of the best eating pears, commanding a good average price, always being in demand at the canneries at remunerative figures. The Bartlett pear has been grown extensively in California for many years, especially in the Sacramento Valley. Originally nearly all of the pear orchards in Northern California were set in the flat land. Now a great many orchards are being set out in the mountainous districts, like around Red Bluff, Redding and Grass Valley. Grass Valley has gone extensively into Bartlett pears, where it is stated they reach a very fine quality, the growers meeting with splendid success. The Bartlett pear is one of the best all-around pears, year after year, that a grower can plant.

Don't Forget!

The established fruit auctions of New York, Philadelphia, Boston, Pittsburgh, Kansas City and a few of the other large cities have set the price upon the cherries and pears of the Pacific Northwest.

Every box bought f.o.b. shipping point and every box sold upon delivery at any of the small markets where there are not these standard "clearing-house" auctions have had a price based directly upon those of the fruit auctions.

To those who fear that selling apples at auction will prevent f.o.b. buying, this season's experience in itself is an answer. Compare the number of f.o.b. buyers of these auction-sold commodities with the lessening number of those who buy apples f.o.b. shipping point.

Everybody has a chance to speculate in auction-sold commodities. Dozens of firms have placed funds in Western banks and, as each quota of cars arrived, have wired back more funds to buy more cars. Prompt returns from the auction companies have enabled this.

The box apples that are not sold at auction will not have the same enthusiastic support of the whole trade of the largest cities. Except for the few large jobbing and commission houses, through whom the associations and other shippers deal, the trade will be composed of "Bears," who will not speculate or boost the sales of box apples. Nine out of ten of the firms will buy from the apple operators as they receive orders for them and no faster. They will not boost "another man's game."

[Adv.]



Barnett Fruit Picking Pail

No Bruised Fruit if you use the Famous Barnett Pail.

Canvas lining inside galvanized iron.

Price \$1.50, f.o.b. Portland, Oregon. Shipping weight 3 1/4 pounds.

If not sold by your dealer, can mail you Pail by Parcel Post if you add postage.



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Portland, Oregon



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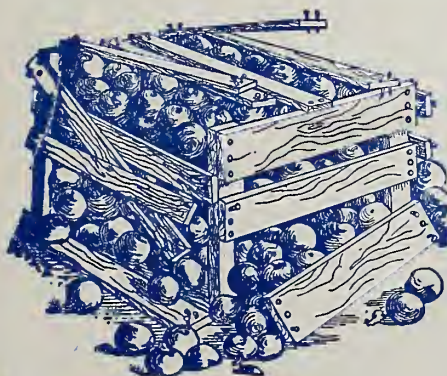
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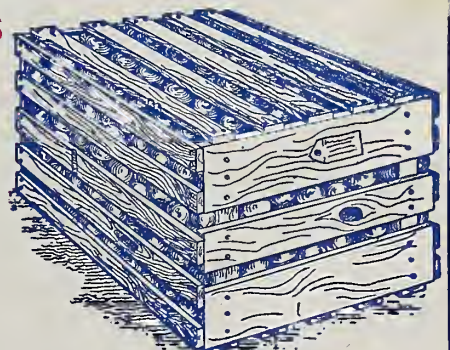
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Our Cement Coated Nails are always of uniform length, gauge, head and count. Especially adapted to the manufacture of fruit boxes and crates. In brief, they are the Best on the Market.

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Cement Coated Nails



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UNQUESTIONABLY THE
MOST IMPORTANT FACTOR
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THE COUNTRY'S FANCY
APPLES
AND OTHER FRUITS

OUR MARKET—
THE WORLD